S&MM

TABLE OF CONTENTS APRIL 28, 1980

What's coming up

New face for Maybelline. The Schering-Plough subsidiary has a reputation for artfully imitating its competitors in the cosmetics business. Now it's bringing out a line of face treatments that has just a trace of originality. The outcome is crucial. May 19.

Customer sales planning. Marketing professor Daniel Caust explains a grid that enables salespeople to get the most out of a territory—and lets managers get the most out of salespeople. May 19.

An S&MM Special Section: Industrial Advertising. Case histories and tips on using advertising for best results. Plus, an exclusive S&MM survey on what sales executives think of (and contribute to) the advertising process. May 19.

S&MM's Survey of Buying Power. Our annual survey of population change, retail sales, and household income presents the statistics that point the way to consumer behavior. July 28.

Address all manuscripts and correspondence relating to editorial matters to The Editor, Sales & Marketing Management, 633 Third Ave., New York, N.Y. 10017.

Because S&MM is almost totally staff written, only a very small number of contributed articles can be accepted for publication. For that reason, contributors are urged to submit an initial query along with an outline.

All unsolicited manuscripts must be accompanied by a return envelope with sufficient first-class postage. We regret that those arriving without such postage cannot be returned.

FEATURES

7 **The 1980 Survey of Industrial Purchasing Power**
Users tell how the Survey helps them uncover new markets, measure sales coverage, pinpoint key customers—and more.

20 **Only the best**
An inside look at why government agencies rely on the same data base that is the source of Survey statistics

25 **What is this thing called SIC?**
The Standard Industrial Classification system is one of industrial companies' most flexible analytical tools.

28 **1980 Survey SIC plant and shipments totals.**
The only published source of 1980 shipments for 4-digit industries, offering deeper insights into markets.

35 **Alphabetical list of S&MM's 300 metropolitan areas**
Metropolitan area codes—the key to grouping the nation's counties into their respective metropolitan markets.

37 **1980 Survey county-by-county totals**
Use geographical data on customer industries to focus your selling efforts where the best prospects are located.

SURVEY HIGHLIGHTS

7 **Top 10 states in manufacturing shipments**
8 **Regional and state summaries**
9 **Top 50 counties in manufacturing activity**
10 **Profile of 50 biggest manufacturing industries**
12 **50 leading industrial metropolitan markets**
16 **How to use employment data for local markets**
17 **Survey vs. government shipments data**
18 **Counties with the most prospects**
18 **Plant-count benchmarks for using Survey data**

VOL. 124, NO. 6

S&MM (**Sales & Marketing Management** ISSN 0163-7517), a Bill publication, is published monthly except in February, April, July, and October when it is published twice a month. Controlled circulation postage paid at New York, N.Y. 10001, and East Stroudsburg, Pa. 18301. Form 3579 requested at 633 Third Ave., New York, N.Y. 10017. Executive, editorial, and circulation offices: 633 Third Ave., New York, N.Y. 10017. SUBSCRIPTIONS: U.S.A. and Canada, $30 a year. Foreign, $48. Allow 4 to 6 weeks for first issue to arrive. Member of the Audit Bureau of Circulations, American Business Press, Business Publications Audit of Circulation, and Magazine Publishers Assn. © Copyright **S&MM** (Sales & Marketing Management), 1980. All rights reserved.

THE 1980 SURVEY OF INDUSTRIAL PURCHASING POWER

Putting profitable sales into perspective

By THAYER C. TAYLOR
Editorial Director/
Survey of Industrial Purchasing Power

Robert C. Miller, marketing vice president at Northern Air Freight, Seattle, uses it to uncover new market opportunities.

Jay C. Jost, when he was southern regional sales manager of Dexter's Mogul Puritan water treatment chemicals division, used it to monitor the territorial penetration achieved by his junior salespeople and the key account activity of his senior salespeople.

Robert M. Glassford, senior business analyst at Square D. Co., Palatine, IL, uses it to plan future sales force needs against shifts among customer industries.

"It" is Sales & Marketing Management's annual *Survey of Industrial Purchasing Power,* which provides marketers with the most up-to-date published source of statistical information on 4-digit Standard Industrial Classification (SIC) industries and their geographical distribution at the county level (see page 25 for SIC description). A special feature of the *Survey* is its unique annual shipments total for 457 manufacturing industries and 2,843 counties, information that previously was available to marketers only once every five years when the Census Bureau conducted the quinquennial *Census of Manufactures.*

Northern Air Freight's Robert Miller has carved out an expanding foothold in the highly competitive airfreight-forwarding business with a novel pricing strategy that pegs rates to product density (see S&MM, May 14, 1979). When scouting new markets, he carefully scrutinizes the *Survey* data on a county's share of U.S. shipments of customer SIC industries.

Having achieved a good business in hauling oil-field machinery, SIC 3533, when the Alaskan pipeline was being built, he looks for counties shown by the *Survey* to have a significant share of that indus-

SURVEY HIGHLIGHT

Top 10 states in manufacturing shipments

1979 Rank	State	1979 Shipments ($ Mil.)	% Of U.S.	No. Of Plants	% Of U.S.	Average Shipments Per Plant ($000)	Shipments Index
1.	California	$109,720	**7.3325%**	11,596	**8.2689%**	$ 9,462	89
2.	Ohio	109,003	**7.2846**	9,074	**6.4705**	12,013	113
3.	Illinois	106,968	**7.1486**	10,220	**7.2877**	10,467	98
4.	Michigan	103,984	**6.9492**	7,105	**5.0665**	14,635	137
5.	Pennsylvania	100,596	**6.7228**	9,128	**6.5090**	11,021	103
6.	Texas	88,808	**5.9350**	6,806	**4.8532**	13,048	122
7.	New York	81,784	**5.4656**	10,958	**7.8140**	7,463	70
8.	New Jersey	62,959	**4.2081**	6,731	**4.7998**	9,355	88
9.	Indiana	56,954	**3.8062**	3,713	**2.6477**	15,339	144
10.	North Carolina	47,716	**3.1888**	5,153	**3.6745**	9,260	87
	10-state total	**$868,492**	**58.0414%**	**80,844**	**57.3918%**	**$10,743**	**101**
	U.S. total	**$1,496,355**	**100.0000%**	**140,236**	**100.0000%**	**$10,670**	**100**

Note: % of U.S. shipments and 10-state total shipments calculated from unrounded data found in regional summary table on page 8.
Shipments: Output of all plants with 20 or more employees. **No. Of Plants:** Establishments with 20 or more employees. **Average Shipments Per Plant:** Mathematical average computed by dividing total plants into total shipments. **Shipments Index:** State's average shipments per plant as a ratio of the all-U.S. average, $10,670, which represents 100.
Source: *Sales & Marketing Management's 1980 Survey of Industrial Purchasing Power.*
© Sales & Marketing Management.

SURVEY HIGHLIGHT

Regional and state summaries of manufacturing markets

Region & State	Total Plants	Large Plants	1979 Shipments ($Mil.)	% Of U.S.	Average Shipments Per Plant ($000)	Plant Index U.S. = 100	% In Large Plants
NEW ENGLAND	**10,755**	**3,486**	**$89,658.7**	**5.9919%**	**8,337**	**78**	**80%**
Connecticut	3,006	919	26,931.7	1.7998	8,959	84	83
Maine	762	304	6,679.3	.4464	8,765	82	82
Massachusetts	4,977	1,534	40,347.1	2.6964	8,107	76	79
New Hampshire	759	277	5,891.2	.3937	7,762	73	80
Rhode Island	878	341	7,620.4	.5093	8,679	81	80
Vermont	373	111	2,190.0	.1464	5,871	55	69
MIDEAST	**28,798**	**8,604**	**271,532.2**	**18.1462**	**9,429**	**88**	**81**
Delaware	273	92	5,036.2	.3366	18,448	173	69
Dist. of Columbia	164	39	1,634.2	.1092	9,965	93	83
Maryland	1,544	587	19,512.8	1.3040	12,638	118	86
New Jersey	6,731	1,914	62,968.7	4.2081	9,355	88	79
New York	10,958	2,880	81,784.1	5.4656	7,463	70	77
Pennsylvania	9,128	3,092	100,596.2	6.7228	11,021	103	85
GREAT LAKES	**33,640**	**10,327**	**416,812.8**	**27.8552**	**12,390**	**116**	**85**
Illinois	10,220	3,170	106,968.3	7.1486	10,467	98	83
Indiana	3,713	1,421	56,954.3	3.8062	15,339	144	87
Michigan	7,105	1,809	103,984.3	6.9492	14,635	137	88
Ohio	9,074	2,843	109,002.7	7.2846	12,013	113	86
Wisconsin	3,528	1,084	39,903.2	2.6667	11,310	106	83
PLAINS	**10,275**	**2,948**	**115,296.6**	**7.7052**	**11,221**	**105**	**80**
Iowa	1,667	431	19,884.1	1.3288	11,928	112	75
Kansas	1,804	388	18,635.6	1.2454	10,330	97	78
Minnesota	2,508	838	29,773.3	1.9897	11,871	111	83
Missouri	3,149	964	34,242.1	2.2884	10,874	102	83
Nebraska	764	235	9,464.9	.6325	12,389	116	75
North Dakota	145	30	1,254.9	.0839	8,654	81	58
South Dakota	238	62	2,041.7	.1364	8,579	80	71
SOUTHEAST	**29,132**	**10,560**	**307,562.0**	**20.5541**	**10,558**	**99**	**83**
Alabama	2,331	939	25,362.3	1.6949	10,880	102	82
Arkansas	1,697	580	15,959.7	1.0666	9,405	88	77
Florida	3,694	908	26,009.1	1.7382	7,041	66	72
Georgia	3,751	1,280	34,832.5	2.3278	9,286	87	80
Kentucky	1,686	628	25,419.7	1.6988	15,077	141	87
Louisiana	1,490	525	27,939.1	1.8671	18,751	176	87
Mississippi	1,505	588	14,100.3	.9423	9,369	88	79
North Carolina	5,153	2,051	47,715.6	3.1888	9,260	87	83
South Carolina	1,824	857	21,732.9	1.4524	11,915	112	86
Tennessee	3,130	1,192	32,195.1	2.1516	10,286	96	84
Virginia	2,125	762	24,404.7	1.6309	11,485	108	85
West Virginia	746	250	11,891.0	.7947	15,940	149	88
SOUTHWEST	**9,562**	**2,804**	**119,784.2**	**8.0051**	**12,527**	**117**	**82**
Arizona	951	195	10,028.4	.6702	10,545	99	80
New Mexico	328	78	2,866.7	.1916	8,740	82	73
Oklahoma	1,477	382	18,081.2	1.2084	12,242	115	82
Texas	6,806	2,149	88,807.9	5.9350	13,048	122	83
ROCKY MOUNTAIN	**2,947**	**734**	**29,684.2**	**1.9838**	**10,073**	**94**	**76**
Colorado	1,281	306	11,531.8	.7707	9,002	84	75
Idaho	450	138	3,908.1	.2612	8,685	81	71
Montana	292	55	3,307.9	.2211	11,328	106	78
Utah	774	209	8,779.5	.5867	11,343	106	80
Wyoming	150	26	2,156.9	.1441	14,379	135	67
FAR WEST	**15,127**	**4,372**	**146,022.8**	**9.7586**	**9,653**	**90**	**80**
California	11,596	3,381	109,720.2	7.3325	9,462	89	81
Nevada	115	25	828.4	.0554	7,203	68	65
Oregon	1,678	486	13,782.8	.9211	8,214	77	73
Washington	1,738	480	21,691.4	1.4496	12,481	117	81
U.S.	**140,236**	**43,835**	**$1,496,354.5**	**100.0000%**	**$10,670**	**100**	**82%**

Total Plants: Establishments with 20 or more employees. **Large Plants**: Establishments with 100 or more employees. **Shipments**: Output of all establishments. **% Of U.S.**: Share of U.S. total shipments. **Average Shipments Per Plant**: Mathematical average computed by dividing total plants into total shipments. **Plant Index**: State's average shipments per plant as a ratio of all-U.S. average, $10,670, which represents par, or 100; number above or below 100 indicates degree by which state is above or below the U.S. norm. **% In Large Plants**: Share of shipments accounted for by plants with 100 or more employees.

Note: Details may not add up to total due to rounding.

Source: *Sales & Marketing Management's 1980 Survey of Industrial Purchasing Power*

© Sales & Marketing Management

try's shipments. Harris County, where Houston is located, proved to be such a county, with a 26% share.

Because this suggested he should open a sales office in Houston, he checked the *Survey* to identify other promising industry prospects located in the county that would help the new sales office get off to a flying start. He learned that a single plant in Harris, for example, turns out 19% of U.S. shipments of nonferrous forgings, SIC 3463.

Miller also relies on the *Survey* for "a bird's-eye view of a local market to see where my existing sales offices can generate additional business. Because Chicago is an important distribution point, I make a list of the counties surrounding Cook County, which will include Kane, Kankakee, Lake, McHenry, and Will in Illinois, and Lake and Porter in Indiana. I learned that Kane is an important producer of gaskets, packing, and sealing devices, SIC 3293, where four plants account for 7.3% of U.S. shipments, and that five plants in Lake County, IN, grind out 7.0% of the volume of secondary nonferrous metals, SIC 3341."

The *Survey*'s listing of SICs in a county, where such industries have 1,000 or more employees, gives Miller clues on where new routes can bring him additional sales. Here, he says, "I match pairs of highly industrialized counties and compare their individual SICs. If the same SIC shows up in both counties, I will assume there is considerable intra-industry traffic moving between the two counties and that it would qualify as a profitable route."

As former southern regional sales manager for Dexter's Mogul Puritan division (he is currently marketing administrator at Rolfite, Stamford, CT), Jay C. Jost used the county

SURVEY HIGHLIGHT

Top 50 counties in manufacturing activity

1979 Rank	County	State	1979 Total Shipments ($ Mil.)	1979 Total Plants	Average Shipments Per Plant	Leading SIC Industry	Shipments Of Leading SIC ($Mil.)	Shipments As Share Of: U.S. SIC Total	Shipments As Share Of: All-Mfg. County Total
1.	Cook	IL	$ 54,052	6,156	$ 8,780	3312	$ 2,909	5.8%	5.4%
2.	Los Angeles	CA	53,379	6,145	8,687	2911	6,189	5.6	11.6
3.	Wayne	MI	32,091	1,715	18,712	3711	11,287	14.2	35.2
4.	Harris	TX	20,317	1,343	15,128	2911	6,142	5.6	30.2
5.	Cuyahoga	OH	18,522	2,008	9,224	2911	2,071	1.9	11.2
6.	Oakland	MI	13,606	1,008	13,498	3711	8,724	11.0	64.1
7.	Hamilton	OH	12,395	919	13,488	2841	1,321	20.4	10.7
8.	Philadelphia	PA	11,668	1,513	7,712	2911	1,293	1.2	11.1
9.	Allegheny	PA	11,605	777	14,936	3312	4,722	9.4	40.7
10.	New York	NY	11,307	2,938	3,849	2721	1,865	30.6	16.5
11.	Middlesex	MA	11,117	1,275	8,719	3711	857	1.1	7.7
12.	St. Louis Ind. City	MO	11,013	931	11,829	3721	1,820	10.1	16.5
13.	Milwaukee	WI	10,725	895	11,983	2082	1,070	14.8	10.0
14.	Santa Clara	CA	10,649	612	17,400	3573	1,673	9.8	15.7
15.	Jefferson	TX	10,528	117	89,979	2911	8,773	8.0	83.3
16.	Jefferson	KY	10,219	434	23,546	3711	1,749	2.2	17.1
17.	Genesee	MI	9,799	113	86,717	3711	7,870	9.9	80.3
18.	Union	NJ	9,252	693	13,351	2911	2,514	2.3	27.2
19.	Hennepin	MN	9,084	941	9,654	3573	560	3.3	6.2
20.	Bergen	NJ	8,975	1,105	8,122	3711	1,067	1.3	11.9
21.	Middlesex	NJ	8,551	639	13,381	2911	1,327	1.2	15.5
22.	Marion	IN	8,457	575	14,707	3519	941	10.7	11.1
23.	Dallas	TX	8,423	1,107	7,609	3585	436	3.1	5.2
24.	Fairfield	CT	8,231	860	9,571	3,721	1,188	6.6	14.4
25.	Erie	NY	8,144	620	13,135	3312	1,661	3.3	20.4
26.	Orange	CA	8,128	983	8,269	3662	1,143	5.9	14.1
27.	Hartford	CT	7,646	764	10,007	3724	2,175	25.7	28.4
28.	King	WA	7,642	654	11,685	3721	1,360	7.5	17.8
29.	Hudson	NJ	7,100	753	9,428	3661	654	7.5	9.2
30.	Lake	IN	7,052	192	36,730	3312	2,110	4.2	29.9
31.	Jackson	MO	7,015	464	15,117	3711	1,834	2.3	26.1
32.	Monroe	NY	7,001	414	16,912	3861	3,894	34.8	55.6
33.	Montgomery	OH	6,812	514	13,252	3714	1,795	5.8	26.4
34.	Macomb	MI	6,782	664	10,214	3711	1,509	1.9	22.3
35.	Nassau	NY	6,681	943	7,085	3721	1,596	8.8	23.9
36.	Baltimore Ind. City	MD	6,666	459	14,524	3312	2,238	4.4	33.6
37.	Ramsey	MN	6,624	352	18,818	2911	1,183	1.1	17.9
38.	Alameda	CA	6,604	640	10,318	3711	1,524	1.9	23.1
39.	Lucas	OH	6,463	408	15,840	2911	1,663	1.5	25.7
40.	Tarrant	TX	6,433	597	10,776	3721	1,282	7.1	19.9
41.	Maricopa	AL	6,333	688	9,204	3573	731	4.3	11.5
42.	Montgomery	PA	6,270	747	8,393	3011	493	4.6	7.9
43.	New Haven	CT	6,189	843	7,341	3351	328	6.1	5.3
44.	Essex	NJ	6,027	913	6,601	2833	846	36.3	14.0
45.	East Baton Rouge	LA	5,785	98	59,034	2911	4,205	3.8	72.7
46.	Delaware	PA	5,701	251	22,713	2911	2,678	2.4	47.0
47.	Providence	RI	5,676	700	8,108	3961	460	48.9	8.1
48.	Madison	IL	5,639	103	54,749	2911	2,818	2.6	50.0
49.	Summit	OH	5,613	431	13,022	3011	1,431	13.3	25.5
50.	Kings	NY	5,604	1,046	5,358	2834	311	2.4	5.5
	50-county total		**$545,592**	**50,060**	**$10,899**	**NA**	**$120,286**	**NA**	**22.0%**

N.A.—Not applicable.

Total Shipments: Output of all manufacturing establishments. **Total Plants:** Number of establishments with 20 or more employees. **Average Shipments Per Plant:** A mathematical average computed by dividing number of plants into total shipments. **Leading SIC:** The 4-digit manufacturing industry with the largest volume of shipments among those listed within the county. The next three columns refer to the leading SIC industry: its shipments by plants within the county, and those shipments as a share of the industry's U.S. total and as a share of the county's all-manufacturing total. For SIC definitions, see the table starting on page 28.

Note: Details may not add to totals due to rounding.

Source: *Sales & Marketing Management's 1980 Survey of Industrial Purchasing Power.*

© Sales & Marketing Management.

plant total number to evaluate the territorial penetration achieved by his sales force. "At the time," he recalls, "we enjoyed a 6% share of the water-treatment-chemicals business. I made that ratio the norm for analyzing the efficiency of my salespeople in covering prospects in their territories.

"As soon as I received the *Survey* each year, I'd make a list of the counties in each salesperson's territory. In one column I would enter the number of accounts he called on. In a second column, I inserted the number of total plants listed in the *Survey*, since every manufacturing plant has a boiler and/or cooling tower and thus is a prospect.

"If the salesman's accounts came to 10% of the *Survey* total, I'd figure he was doing a good job. If the ratio was under 6%, I'd ask him 'how come, why aren't all these plants being called on?' "

Jost used the total plant count for evaluating the efforts of new and junior salespeople as well as those not meeting quota. The number of large plants, with 100 or more employees, was used as a check on

SURVEY HIGHLIGHT

Profile of the 50 biggest manufacturing industries

1979 Rank	SIC	Industry	1979 Shipments ($Mil.)	Total Plants	Shipments Per Plant ($000)	Index U.S. = 100	% Shipments Large Plants	1980 Forecast Shipments
1.	2911	Petroleum refining	$110,196	373	$295,433	2,768	92%	NA
2.	3711	Motor vehicles & car bodies	79,239	160	495,245	4,641	99	−10.6%
3.	3312	Blast furnaces & steel mills	50,377	346	145,599	1,364	99	− 5.0[1]
4.	2011	Meat packing	38,752	1,175	32,980	309	80	+ 0.1
5.	3714	Motor vehicle parts & accessories	31,091	1,228	25,318	237	93	NA
6.	2869	Industrial organic chemicals, N.E.C.	25,286	447	56,568	530	89	+ 3.0
7.	3079	Misc. plastics products	21,203	4,395	4,824	45	66	+ 2.0
8.	3662	Radio & TV communication equipment	19,516	1,091	17,888	167	90	+ 3.0
9.	3721	Aircraft	18,056	104	173,611	1,627	99	+13.1
10.	3573	Electronic computing equipment	17,068	474	36,008	337	95	+10.0
11.	2621	Paper mills, except building paper	15,141	345	43,887	411	97	+ 2.0
12.	3531	Construction machinery	14,861	463	32,097	300	92	− 3.1
13.	2026	Fluid milk	14,107	1,106	12,755	119	67	+ 2.5
14.	3585	Refrigeration & heating equipment	14,076	532	26,458	247	89	− 5.0
15.	2711	Newspapers	12,999	2,459	5,286	49	76	+ 3.0
16.	2834	Pharmaceutical preparations	12,801	476	26,893	252	91	+ 4.0
17.	2821	Plastics materials & resins	12,252	471	26,013	243	88	+ 5.0
18.	3861	Photographic equipment & supplies	11,183	395	28,310	265	86	+ 2.2
19.	3465	Automotive stamping	11,009	196	56,170	526	96	NA
20.	3011	Tires and inner tubes	10,778	136	79,247	742	98	− 3.5
21.	3599	Machinery, except electrical, N.E.C.	10,268	3,089	3,324	31	37	NA
22.	3523	Farm machinery & equipment	10,257	851	12,053	112	80	+ 3.6
23.	2086	Bottled & canned soft drinks	9,851	1,604	6,141	57	58	+ 4.2
24.	2051	Bread, cake & related products	9,792	1,508	6,493	60	82	+ 1.5
25.	2421	Sawmills & planing mills, general	9,608	2,160	4,448	41	56	− 6.3
26.	2819	Industrial inorganic chem. N.E.C.	9,051	548	16,517	154	83	+ 3.5
27.	3519	Internal combustion engines, N.E.C.	8,759	115	76,169	714	97	NA
28.	2075	Soybean oil mills	8,710	77	113,122	1,060	46	NA
29.	3661	Telephone & telegraph apparatus	8,679	215	40,369	378	97	+ 7.3
30.	2048	Prepared feeds, N.E.C.	8,642	1,007	8,582	80	37	NA
31.	3724	Aircraft engines & engine parts	8,471	154	55,004	515	98	+21.2[2]
32.	2013	Sausage & other prepared meats	8,451	714	11,836	110	89	+ 5.7
33.	3443	Fabricated plate work, boiler shops	8,336	1,124	7,416	69	75	NA
34.	2631	Paperboard mills	8,098	221	36,642	343	94	− 1.3
35.	3411	Metal cans	8,038	361	22,265	208	88	+ 2.0
36.	3321	Grey iron foundries	8,015	824	9,727	91	83	+ 0.2[3]
37.	2752	Commercial printing, lithographic	7,990	1,765	4,527	42	54	+ 2.5[4]
38.	2111	Cigarettes	7,974	13	613,392	5,746	100	+ 1.5[5]
39.	3273	Ready-mixed concrete	7,874	1,470	5,356	50	34	− 6.3
40.	2851	Paints & allied products	7,666	868	8,831	82	63	+ 0.5
41.	2844	Toilet preparations	7,562	254	29,770	279	90	+ 4.8
42.	3357	Nonferrous wire drawing & insulating	7,560	266	28,419	266	91	+ 1.0[6]
43.	2824	Organic fibers, noncellulosic	7,293	68	107,253	1,005	99	NA
44.	2022	Cheese, natural & processed	7,288	310	23,509	220	67	+ 5.8
45.	3353	Aluminum sheet, plate & foil	7,272	57	127,572	1,195	97	+ 1.0[6]
46.	2082	Malt beverages	7,239	102	70,973	665	97	+ 3.8
47.	2653	Corrugated & solid fiber boxes	6,858	1,081	6,344	59	77	+ 2.2
48.	2099	Food preparations, N.E.C.	6,833	795	8,595	80	69	NA
49.	2033	Canned fruits & vegetables	6,819	735	9,277	86	88	+ 2.5
50.	3559	Special industry machinery, N.E.C.	6,767	849	7,971	74	73	NA
		50-industry total	**$786,009**	**39,577**	**$ 19,860**	**186**	**86%**	**NA**

NA—Not available

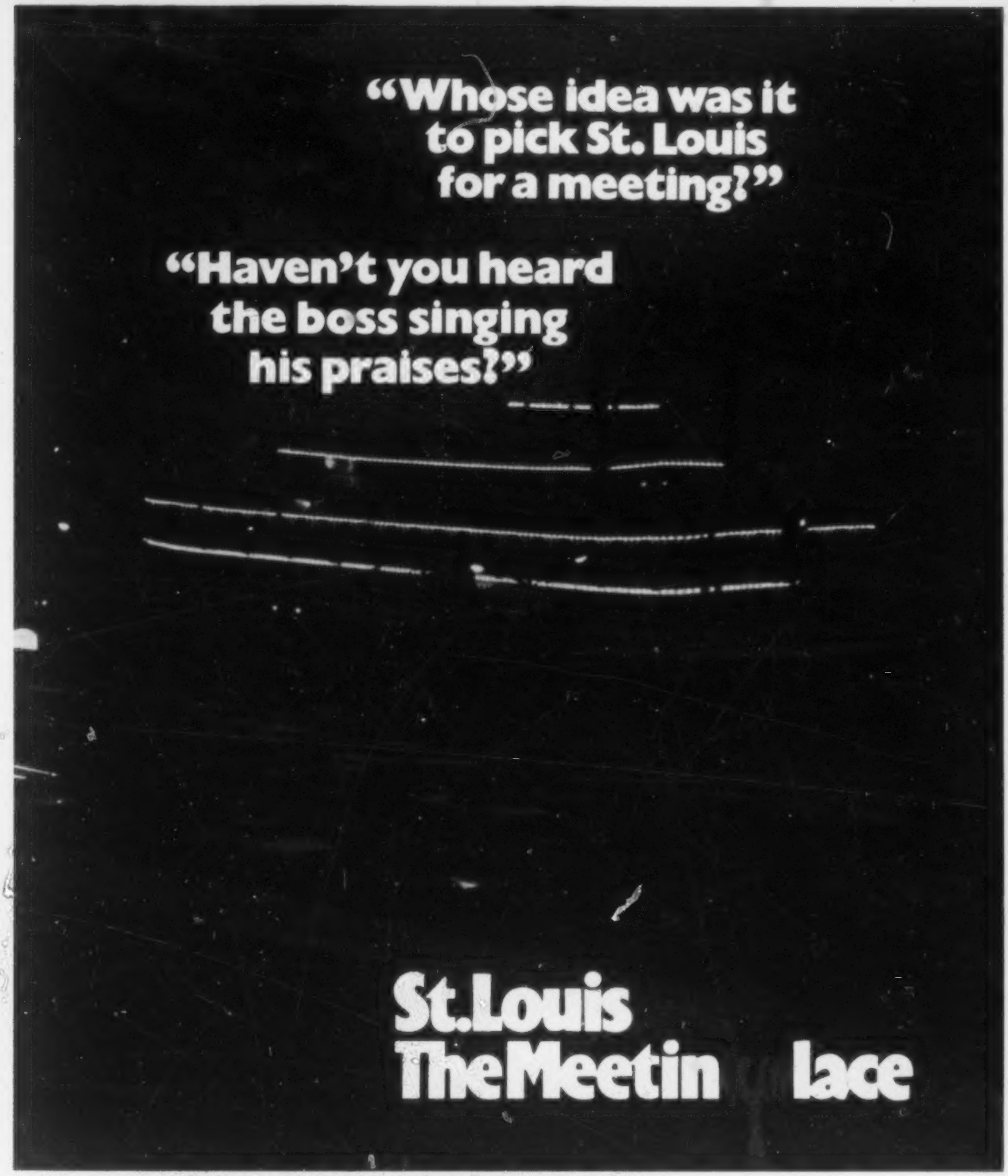
NEC—Not elsewhere classified

[1] Aggregate of SIC 3312, 3315, 3316, and 3317. [2] Combination of SIC 3724 and 3764. [3] Aggregate of SIC 3321, 3322, 3324, and 3325. [4] SIC 275. [5] SIC 213. [6] Aggregate of SIC 3334, 3353, 3354, 3355, 3361, part of 3341, 3357, 3399, and 3463.

Shipments: Output of all manufacturing plants with 20 or more employees. **Total Plants:** Manufacturing establishments with 20 or more employees. **Shipments Per Plant:** A mathematical average computed by dividing number of plants into total shipments. **Index:** Industry's average shipments per plant as a ratio of the all-U.S. average, $10,670, which represents par, or 100; number above or below 100 indicates degree of variance from the norm. **% Shipments Large Plants:** Share of total shipments accounted for by plants with 100 or more employees. **1980 Forecast Shipments:** Projected change in real terms according to forecast in 1980 *U.S. Industrial Outlook*.

Sources: *Sales & Marketing Management's 1980 Survey of Industrial Purchasing Power*, U.S. Dept. of Commerce, *1980 U.S. Industrial Outlook*.

© Sales & Marketing Management.


"Whose idea was it to pick St. Louis for a meeting?"
"Haven't you heard the boss singing his praises?"
St.Louis
The Meeting Place

Jazz up your next meeting: Come to St. Louis.

Our excellent hotel and meeting facilities will set the tempo for success. You'll also discover a multitude of upbeat activities and exciting nightlife. Everything from riverboat restaurants, ragtime and Dixieland—to the disco beat of the latest West County night spots.

And the prices may surprise you. St. Louis, for instance, is 28% less per diem than Chicago.*

So get the rhythm and keep it, from the first session to the last seminar. For more details call or write: John G. Walsh, 7900 Forsyth, St. Louis, Mo. 63105; (314) 889-2813.

Copyright St. Louis County Government 1977
*Sales and Marketing Management, February 26, 1979

For further information circle No. 112 on Reader Service Card

SURVEY HIGHLIGHT

50 leading industrial metropolitan markets

1979 Rank	Metro Market	1979 Shipments ($ Mil.)	% Of U.S.	Total Plants	Average Shipments Per Plant ($000)
1.	Chicago	$68,099	4.55%	7,715	$ 8,827
2.	Detroit	53,924	3.60	3,586	15,037
3.	Los Angeles-Long Beach	53,379	3.57	6,145	8,687
4.	New York	37,592	2.51	6,927	5,427
5.	Philadelphia	36,816	2.46	3,783	9,732
6.	Boston	26,044	1.74	3,209	8,116
7.	St. Louis	24,307	1.62	1,641	14,812
8.	Houston	23,642	1.58	1,474	16,039
9.	Cleveland	21,168	1.41	2,385	8,875
10.	Newark, NJ	20,136	1.35	2,021	9,963
11.	Pittsburgh	18,949	1.27	1,180	16,058
12.	Minneapolis-St. Paul	18,555	1.24	1,526	12,159
13.	Dallas-Fort Worth	16,161	1.08	1,925	8,395
14.	San Francisco-Oakland	16,131	1.08	1,512	10,668
15.	Cincinnati	14,137	0.94	1,124	12,578
16.	Milwaukee	13,693	0.92	1,354	10,113
17.	Baltimore	13,262	0.89	879	15,088
18.	Kansas City	12,198	0.82	916	13,317
19.	Atlanta	11,951	0.80	1,184	10,094
20.	Beaumont-Port Arthur-Orange	11,708	0.78	155	75,534
21.	Buffalo	11,517	0.77	766	15,036
22.	Louisville	11,203	0.75	530	21,138
23.	San Jose	10,649	0.71	612	17,400
24.	Flint	10,160	0.68	159	63,897
25.	Nassau-Suffolk	10,130	0.68	1,515	6,686
26.	Greensboro-Winston-Salem-High Point	9,889	0.66	882	11,212
27.	Gary-Hammond-East Chicago	9,769	0.65	230	42,473
28.	Indianapolis	9,703	0.65	718	13,514
29.	Seattle-Everett	9,201	0.61	763	12,059
30.	New Brunswick-Perth Amboy-Sayreville	8,551	0.57	639	13,381
31.	Dayton	8,533	0.57	677	12,605
32.	Hartford-New Britain-Bristol	8,531	0.57	938	9,095
33.	Toledo	8,482	0.57	599	14,159
34.	Allentown-Bethlehem-Easton	8,427	0.56	645	13,065
35.	Bridgeport-Stamford-Norwalk-Danbury	8,231	0.55	860	9,571
36.	Youngstown-Warren	8,143	0.54	368	22,128
37.	Anaheim-Santa Ana-Garden Grove	8,128	0.54	983	8,269
38.	Rochester, NY	8,105	0.54	558	14,525
39.	Providence-Warwick-Pawtucket	7,384	0.49	867	8,517
40.	Denver-Boulder	7,334	0.49	872	8,411
41.	Jersey City	7,100	0.47	753	9,428
42.	Columbus, OH	6,998	0.47	663	10,555
43.	Baton Rouge	6,918	0.46	155	44,634
44.	Portland, OR	6,748	0.45	782	8,629
45.	Salt Lake City-Ogden	6,386	0.43	558	11,444
46.	Lansing-East Lansing	6,333	0.42	222	28,526
47.	Phoenix	6,333	0.42	688	9,204
48.	New Haven-West Haven-Waterbury-Meriden	6,189	0.41	843	7,341
49.	Akron	6,090	0.41	539	11,299
50.	Memphis	6,017	0.40	619	9,721

Metro Market: Component counties can be found in the *Survey of Buying Power* and *Survey of Buying Power—Part II.* A list of S&MM's 300 metropolitan markets will be found on page 35 of this issue. **Shipments:** Output of all manufacturing establishments with 20 or more employees in the metropolitan market. **% Of U.S.:** Market's share of total U.S. shipments. **Total Plants:** Establishments with 20 or more employees. **Average Shipments Per Plant:** Mathematical average computed by dividing number of plants in the market into total shipments.

Source: *Sales & Marketing Management's 1980 Survey of Industrial Purchasing Power.*

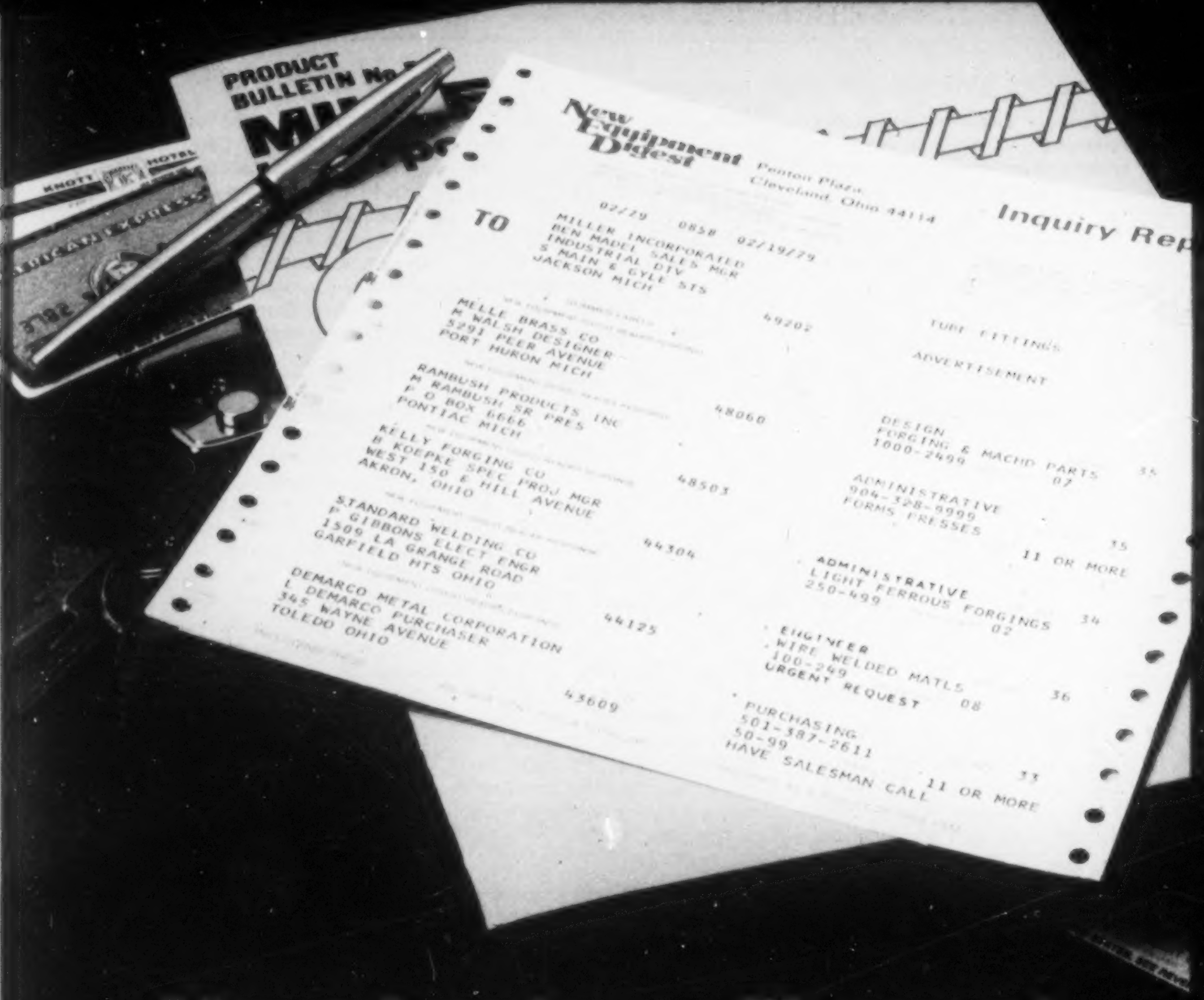
© Sales & Marketing Management.

the efficiency of the senior sales personnel. "I figured that if a man had been working a territory for three to five years, he should be getting orders from all of the most important prospects."

Here, Jost supplemented the *Survey* data on large plants by referring to industrial directories to ascertain the corporate affiliation of the large plants. "That way," he notes, "if the *Survey* showed four large plants in a county and the salesperson told me only two were worth calling on, I could tell him that I disagreed, that so-and-so has a big operation in his territory and should be giving us some business."

Jost also paid close attention to the SIC mix in his territories, as provided by the *Survey*. This was especially helpful to his sales forecasting activity when warning signals of a slowing economy were flashing. "I knew from experience that certain industries are recession-proof, such as food processing. If it looked like hard times were ahead, I would isolate those counties where food processing was an important activity and advise the sales people to give those plants extra attention in the upcoming forecast period."

For Robert M. Glassford, senior analyst in the business information and research department, Square D, the *Survey*'s shipments data are a critical input to his long-range planning studies. Each year, he calculates the percent change in total shipments for each county covered by the company's sales force, which calls on distributors and OEM accounts. Using certain shipments-per-salesperson ratios, and comparing the most recent year-to-year percent change to long-term rates of change, Glassford can determine which territories will need more salespeople in the future. He can also identify, on a short-term basis, where


PRODUCT
BULLETIN No.

New Equipment Digest
Penton Plaza
Cleveland, Ohio 44114

Inquiry Rep

```
       02/29    0858   02/19/79
TO     MILLER INCORPORATED
       BEN MADEL SALES MGR
       INDUSTRIAL DIV
       S MAIN & GYLE STS
       JACKSON MICH

MELLE BRASS CO                       49202        TUBE FITTINGS
M WALSH DESIGNER                                  ADVERTISEMENT
5291 PEER AVENUE
PORT HURON MICH

RAMBUSH PRODUCTS INC                 48060        DESIGN
M RAMBUSH SR PRES                                 FORGING & MACHD PARTS   35
P O BOX 6666                                      1000-2499                07
PONTIAC MICH

KELLY FORGING CO                     48503        ADMINISTRATIVE
B KOEPKE SPEC PROJ MGR                            904-328-9999
WEST 150 E HILL AVENUE                            FORMS PRESSES
AKRON, OHIO                                                               35
                                                              11 OR MORE

STANDARD WELDING CO                  44304        ADMINISTRATIVE
P GIBBONS ELECT ENGR                              LIGHT FERROUS FORGINGS  34
1509 LA GRANGE ROAD                               250-499                  02
GARFIELD HTS OHIO

DEMARCO METAL CORPORATION            44125        ENGINEER
L DEMARCO PURCHASER                               WIRE WELDED MATLS       36
345 WAYNE AVENUE                                  100-249
TOLEDO OHIO                                       URGENT REQUEST           08

                                     43609        PURCHASING
                                                  501-387-2611
                                                  50-99                    33
                                                  HAVE SALESMAN CALL
                                                              11 OR MORE
```

Have leads...will travel.

One out of five buys the advertised product.

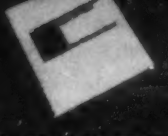
Here's a timely tip on the care and feeding of salesmen. A way to make those $100 sales calls pay off. Just be sure each salesman's travel kit contains a handful of sales leads from New Equipment Digest.

There's no better strategy for developing new business and it costs so little. Last year, for example, N.E.D. produced almost 1.3 million inquiries and this year we are doing even better. Better than any other product news tabloid.

So if you are one of those hard-nosed managers who feels advertising should produce measurable sales results, you will love our bottom line. Over the past 11 years, New Equipment Digest has conducted follow-up studies on 134,000 sales leads and the information we have gathered can show you how you can get more sales from your advertising dollars. Not only will N.E.D. produce more inquiries per advertising dollar, but one out of five people who inquire actually end up buying the advertised product.

Find out how America's No. 1 product news publication can improve the return on your advertising investment.

Call Russ Carson and ask for a copy of N.E.D. Product Performance Report and N.E.D. Reader Action Report. (216) 696-7000.



NEW EQUIPMENT DIGEST

A Penton/IPC Publication, Penton Plaza, 1111 Chester Ave., Cleveland, OH 44114

For further information circle No. 111 on Reader Service Card

Better insights into consumer markets, too

Although this *Survey* is primarily oriented to the information needs of marketers who sell to industries, the data can be used by consumer-goods marketers to gain deeper insights into the relative buying power of their local markets. Because factory paychecks are by far the biggest source of personal income, contributing more than one-fourth of consumer buying power, what happens in manufacturing can affect a local market's Effective Buying Income (EBI).

Many counties, as the table on page 9 demonstrates, are highly dependent upon one manufacturing sector. For example, SIC 3711 motor vehicles & parts accounts for 80% of the total shipments in Genesee County, MI; 64% in Oakland County, MI; and 35% in Wayne County, MI. Thus if auto sales falter this year, as most predict, it will have a negative impact on the 1980 EBI level of those counties as well as on the metropolitan markets of which they are a part.

new sales offices should be opened to exploit the emergence of a growing industrial base.

Glassford also combines the *Survey*'s shipments totals with similar information he gets from an industry trade association that provides data by trading area. Matching the two sets of statistics gives him insights on local area potential and Square D's share of that potential.

While the *Survey*, with its rich mother lode of SIC industry and county data, serves as built-in market research for many small and middle-sized companies unable to fund such a support function, the annual edition also gets an intensive play from bigger companies that do have their own research units. Joseph E. Miller, head of technical market planning at the Chicago research center of Sherwin-Williams's coatings division, says, "The *Survey of Industrial Purchasing Power* provides an excellent perspective and a 'second opinion' regarding [internally] generated market research."

He scans the Highlight tables as a "quality control" check on the company's sales strategy plans. Thus the table on the 50 leading counties (see page 9), which includes the biggest SIC industry in each county, is analyzed to make sure that the salespeople don't overlook those industries. Likewise, the shipments totals in the profile of the 50 leading manufacturing industries (see page 10) are "used to project sales increases in relevant SIC areas as a function of [our] shipments forecasts."

The *Survey*'s SIC industry totals (starting on page 28) help Miller to calculate Sherwin-Williams's market share for each of its customer industries. The "% in large plants" column

1980 OUTLOOK

Aerospace leads the way—but look out for Big Cheese

Despite the slower economic growth expected for 1980, there are several industries whose shipments will increase at a strong clip, offering heady prospects for industrial marketers. The aerospace complex, buoyed by stepped-up defense outlays and orders from airlines around the world, will lead the growth sweepstakes in 1980, says the Commerce Dept.'s annual *U.S. Industrial Outlook* report.

The three fastest-growing major industries (shipments of $5 billion or more) will be aircraft engines and parts and space propulsion units and parts, up 21% in real terms; aircraft, up 13%; and aircraft equipment, up 11%. Of the 13 other 4-digit Standard Industrial Classification (SIC) industries whose shipments will rise more than 3% in real terms, 6 are in chemicals, 5 in foods.

Prepared by the department's industry and trade division, the annual *Outlook* boasts new features this year, including: (1) input-output charts for key industries that show the relative importance of supply sources and customer segments; (2) ranking of 150 industries by growth prospects for one and five years ahead; and (3) an analysis of the small-business climate in the 1980s.

The 518-page volume serves as a market planning department for medium and smaller-sized industrial marketers. Besides the wealth of historical data on output, employment, and prices for individual industries, there are helpful analyses of the significant factors that are expected to affect industries over the next five years.

SIC	*Industry*	*% Real Growth 1979–80*	*1980 Shipments Forecast (Mil. 1979$)*
3724	Aircraft engines & parts	+21.2%	$15,568
3764	Space propulsion units & parts		
3721	Aircraft	13.1	31,668
3728	Aircraft equipment	10.9	9,655
3573	Electronic computing equipment	10.0	23,210
3661	Telephone & telegraph equipment	7.3	9,731
3533	Oil field machinery	7.0	5,575
2022	Cheese, natural & processed	5.8	9,537
2013	Sausages & other prepared meats	5.7	10,887
2821	Plastics materials & resins	5.0	15,435
2844	Cosmetics	4.8	8,682
2086	Bottled & canned soft drinks	4.2	12,602
2016	Poultry dressing plants	4.2	6,492
2834	Pharmaceuticals	4.0	14,643
2082	Malt beverages	3.8	8,795
3523	Farm machinery	3.6	13,074
2819	Industrial & inorganic chemicals	3.5	11,333
2841	Soaps & detergents	3.5	7,231

Sources: S&MM calculations; U.S. Dept. of Commerce, *U.S. Industrial Outlook: 1980*. Stock No. 03-008-00181-5. Available for $8.50 from Supt. of Documents, U.S. Govt. Printing Office, Washington, DC 20402.

Grab the Spanish dollar.

It looks exactly the same as the American dollar.

It's worth exactly the same as the American dollar.

It's used to buy consumer goods just like the American dollar.

THE UNITED STATES OF AMERICA
ONE DOLLAR
1

It has the same purchasing power as the American dollar. (Over $7 billion just in the Los Angeles area).

It's in the hands of 1,500,000 Spanish speaking people in the Los Angeles area who believe it's the American dollar.

It's currently being missed out by the people that manage the American dollar: The Media Buyers.

Your only way to grab the Spanish dollar is by reaching the people who own it. And La Opinión is their newspaper. For more information, call collect (213) 748-1191. It's about time you started thinking "Spanish."

LA OPINION

The only Spanish language daily since 1926.

in the *Survey*'s county section (starting on page 37), he notes, "gives us insight into how well we have deployed our sales coverage" in capturing the bigger prospects."

Industrial marketers who want to get the most from their distributors and manufacturers' reps can also profit from the *Survey*. When Emco-Lux, Columbus, OH, planned a sales contest among dealers last year to boost awareness of its tools and machinery, it made the *Survey*'s "% of U.S. shipments" data the key factor for setting dealer dollar sales targets.

First, the percent of U.S. shipments for each county in a dealer's market were totalled and used as an index for setting his sales target. The sales contest's promotion goal was $500,000. This figure, multiplied by the index, generated the assigned sales target. Each percent of sales that topped the target was counted as a point. Here's how the procedure went:

	Dealer
% potential	1.5%
Sales target (% potential × $500,000)	$ 7,500
Actual sales	$10,000
% over target	33.3%
Number of points	33

According to President Harold Lux, "the use of the index we created from the S&MM *Survey* led to excellent sales results."

Signposts for the road to "excellent results" are sprinkled throughout the *Survey*. All it takes to benefit from them is a little bit of digging, a sense of ingenuity, and determination to make this year's profit-building performance a substantial improvement over last year's. ■

How to use the employment data to compute local market estimates

Marketers of personal-use industrial products such as hand towels or protective eyeglasses are more dependent upon employment totals than shipments in estimating their sales potential or comparing local markets. Hence, the *Survey* includes employment totals in the SIC Industry section that starts on Page 28. This information can be used to develop employment estimates at the local market level.

In the following example, a marketer selling to furniture industry segments wants to develop employment estimates for Cook County, IL. Here's the simple, two-step method he uses to build an employment profile for four 4-digit customer industries:

STEP ONE

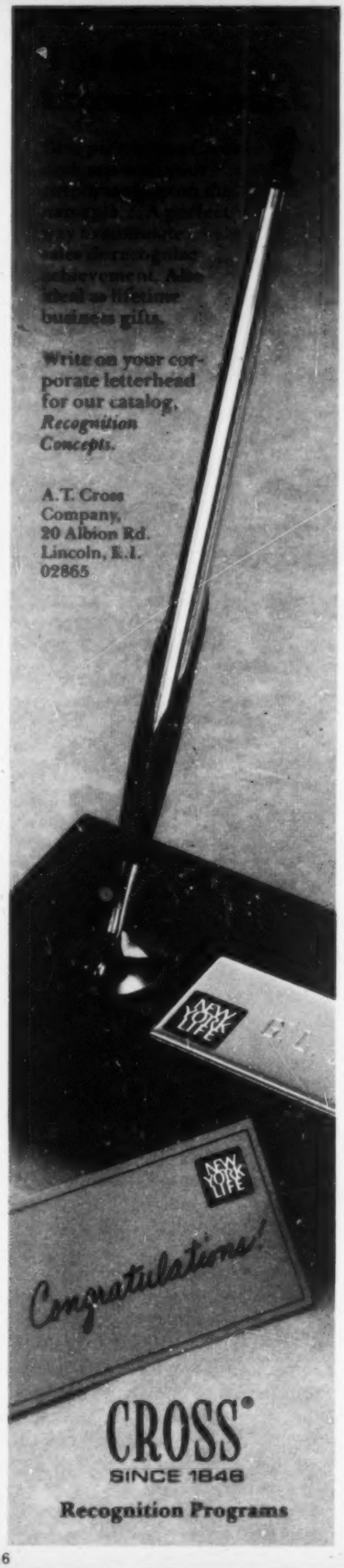
First, using the industry totals on page 28, he develops output-per-employee ratios:

SIC	*Industry*	*Shipments ($Mil.)*	÷	*Employment*	=	*Output Per Employee*
2511	Wood household furniture	$5,132.8		133,445		$38,464
2512	Upholstered household furniture	3,615.2		100,688		35,905
2514	Metal household furniture	1,551.2		34,733		44,661
2515	Mattresses and bedsprings	1,567.9		37,881		41,390

STEP TWO

Then, he goes to the county section starting on page 37, looks up Cook County, IL, and divides the shipments data for each industry by the relevant output ratio to derive employment estimates.

SIC	*Industry*	*Shipments ($Mil.)*	÷	*Output Ratio*	=	*Employment Estimate*
2511	Wood household furniture	$ 77.9		$38,464		2,025
2512	Upholstered household furniture	48.8		39,905		1,359
2514	Metal household furniture	129.3		44,661		2,895
2515	Mattresses and bedsprings	90.7		41,390		2,191


[illegible] A perfect way to [illegible] sales [illegible] achievement. Also ideal as lifetime business gifts.

Write on your corporate letterhead for our catalog, *Recognition Concepts.*

A.T. Cross
Company,
20 Albion Rd.
Lincoln, R.I.
02865

CROSS®
SINCE 1846
Recognition Programs

Survey vs. government shipments data

SIC	Industry	1979 Shipments Totals — Reported By — Economic Information Systems ($ Mil.)	Census Bureau ($ Mil.)	1978–79 % Change EIS[1]	CB	EIS Shipments As Ratio Of CB[2]
	Durable goods	**$ 789,570**	**$ 887,777**	**– 1.7%**	**+11.2%**	**89**
24	Lumber	37,157	NA	– 3.0	NA	NA
25	Furniture	19,869	NA	– 2.0	NA	NA
32	Stone, clay & glass	42,293	48,185	– 4.3	+ 9.8	88
33	Primary metals	124,255	140,122	+ 2.8	+16.4	89
34	Fabricated metals	96,457	109,463	– 0.3	+13.8	88
35	Nonelectrical machinery	140,994	157,695	+ 3.6	+15.0	89
36	Electrical, electronic equipment	98,216	110,713	– 0.2	+12.2	89
37	Transportation equipment	176,005	194,461	– 9.2	+ 3.0	91
38	Instruments	31,499	36,253	– 0.2	+14.9	87
	Miscellaneous[3]	(79,851)	90,885	(– 2.5)	+11.7	88
	Nondurable goods	**$ 706,785**	**$ 804,228**	**+ 0.8%**	**+15.1%**	**88**
20	Food	207,478	234,828	– 2.4	+10.8	88
21	Tobacco	11,315	12,173	+ 3.0	+11.3	93
22	Textile mills	41,257	46,992	– 7.1	+ 6.9	88
23	Apparel	43,055	NA	– 3.4	NA	NA
26	Paper	58,254	66,033	– 0.1	+14.5	88
27	Printing & publishing	48,078	NA	– 3.7	NA	NA
28	Chemicals	130,972	149,181	+ 3.1	+18.0	88
29	Petroleum & coal	117,041	134,041	+14.0	+29.4	87
30	Rubber & plastics	39,476	44,742	–11.8	+12.1	88
31	Leather	9,859	NA	– 2.6	NA	NA
	Miscellaneous[4]	(100,992)	116,234	(– 3.5)	+11.6	87
	All-industry total	**$1,496,355**	**$1,692,001**	**– 0.5%**	**+13.1%**	**88**

NA—Not available.

[1] EIS's 1979 shipments totals not comparable with 1978 totals because it has revised its shipments-per-employee ratios, plant and employment totals in line with the findings of the 1977 *Census of Manufactures*.

[2] EIS's data bank does not include plants with less than 20 employees or establishments in Alaska and Hawaii.

[3] Census Bureau's durable goods miscellaneous category includes SIC 24 lumber, SIC 25 furniture, and SIC 39 other durable goods. The EIS figure is in parentheses because it represents a double-counting of SICs 24 and 25 as well as $22,825 million for "miscellaneous manufacturing industries."

[4] Census Bureau's nondurable goods miscellaneous category includes SIC 23 apparel, SIC 27 printing & publishing, and SIC 31 leather. The EIS figure is in parentheses because it represents double-counting of those three SICs.

Sources: *Sales & Marketing Management's 1980 Survey of Industrial Purchasing Power;* Census Bureau, *Manufacturers' Shipments, Inventories, and Orders,* M3-(80)-1.

© Sales & Marketing Management.

WHAT A BEAUTIFUL PLACE TO WORK.

New ideas seem to stem from new surroundings. Fresh experiences often stimulate fresh thinking. That's why so many companies find business meetings amidst the beauty and relaxation of Jamaica so productive.

Moreover, planning a meeting here is remarkably easy. We've put together a Meeting Planner's Guide featuring ten of the loveliest resorts on the island.

It includes all the basic features. Plus a wide variety of options that let you tailor a meeting to your specific needs.

In fact, the guide alone can help stimulate some new ideas for your next meeting. Just send in the coupon, and you'll have your copy by return mail.

Send for your free
Meeting Planner's Guide.
1320 So. Dixie Highway,
Suite 1100,
Coral Gables,
Florida 33146.

NAME ____________________

COMPANY ____________________

ADDRESS ____________________

CITY/STATE/ZIP ____________________

JAMAICA RESORT HOTELS
The best choice in Jamaica.

Negril Beach Village, Casa Montego Hotel, The Royal Caribbean Hotel, Trelawny Beach Club, Hotel Inter-Continental Ocho Rios, Mallards Beach-Hyatt Hotel, Hotel Inter-Continental Kingston, New Kingston Hotel
Rose Hall Inter-Continental Hotel & Country Club, Runaway Bay Hotel & Golf Club.

For further information circle No. 104 on Reader Service Card

SURVEY HIGHLIGHT

Counties with the most prospects

1979 Rank	County	State	No. Of Plants	% Of U.S. Shipments
1.	Cook	IL	6,156	3.6123%
2.	Los Angeles	CA	6,145	3.5673
3.	New York	NY	2,938	.7556
4.	Cuyahoga	OH	2,008	1.2378
5.	Wayne	MI	1,715	2.1446
6.	Philadelphia	PA	1,513	.7798
7.	Harris	TX	1,343	1.3577
8.	Middlesex	MA	1,275	.7429
9.	Dallas	TX	1,107	.5629
10.	Bergen	NJ	1,105	.5998
11.	Kings	NY	1,046	.3745
12.	Oakland	MI	1,008	.9093
13.	Orange	CA	983	.5432
14.	Dade	FL	944	.3322
15.	Nassau	NY	943	.4465
16.	Hennepin	MN	941	.6071
17.	St. Louis Ind. City	MO	931	.7360
18.	Hamilton	OH	919	.8284
19.	Essex	NJ	913	.4028
20.	Milwaukee	WI	895	.7167
21.	Queens	NY	877	.3319
22.	Fairfield	CT	860	.5501
23.	New Haven	CT	843	.4136
24.	Allegheny	PA	777	.7755
25.	Hartford	CT	764	.5109
26.	Hudson	NJ	753	.4745
27.	Montgomery	PA	747	.4190
28.	Worcester	MA	707	.3275
29.	Providence	RI	700	.3793
30.	Union	NJ	693	.6183
31.	Maricopa	AZ	688	.4232
32.	Passaic	NJ	664	.2816
32.	Macomb	MI	664	.4532
34.	King	WA	654	.5107
35.	Suffolk	MA	645	.3257
36.	Alameda	CA	640	.4413
37.	Middlesex	NJ	639	.5714
38.	Erie	NY	620	.5442
39.	Santa Clara	CA	612	.7117
40.	Du Page	IL	601	.2337
41.	Tarrant	TX	597	.4299
42.	Marion	IN	575	.5651
43.	Suffolk	NY	572	.2305
44.	Essex	MA	562	.3033
45.	Franklin	OH	537	.3548
46.	Shelby	TN	530	.3697
47.	Bristol	MA	527	.2517
48.	Multnomah	OR	523	.2762
49.	Montgomery	OH	514	.4552
50.	Kent	MI	510	.2720
	50-county total		**54,423**	**34.0631%**

No. Of Plants: Manufacturing establishments with 20 or more employees.
% Of U.S. Shipments: County's share of total U.S. shipments.
Source: *Sales & Marketing Management's 1980 Survey of Industrial Purchasing Power.*

© Sales & Marketing Management.

Caution on comparisons

Economic Information Systems (EIS), whose data banks are the source of the industry and geographic details contained in S&MM's annual *Survey of Industrial Purchasing Power*, has updated its files in line with the results of the 1977 *Census of Manufactures*. Affected are its plant counts, employment totals, and the critical shipments-per-employee ratios. Consequently, certain data may appear inconsistent with those appearing in prior *Surveys*. That's because, up to now, EIS had to rely on the 1972 *Census of Manufactures* as its benchmark. As any marketer knows, the further one moves away from a Census year, the weaker the benchmark becomes. Complicating the usual tricky estimating chore was the inflationary tempo in producer prices that has occurred since the 1973–74 oil embargo, a situation that can affect shipments totals as well as shipments-per-employee ratios. Hence, users of the 1980 *Survey* can be assured that not only are they receiving the most current information published—the latest government data apply to the year 1977—but the most viable because it reflects the findings from the 1977 *Census of Manufactures*.

Plant-count benchmarks for using Survey data

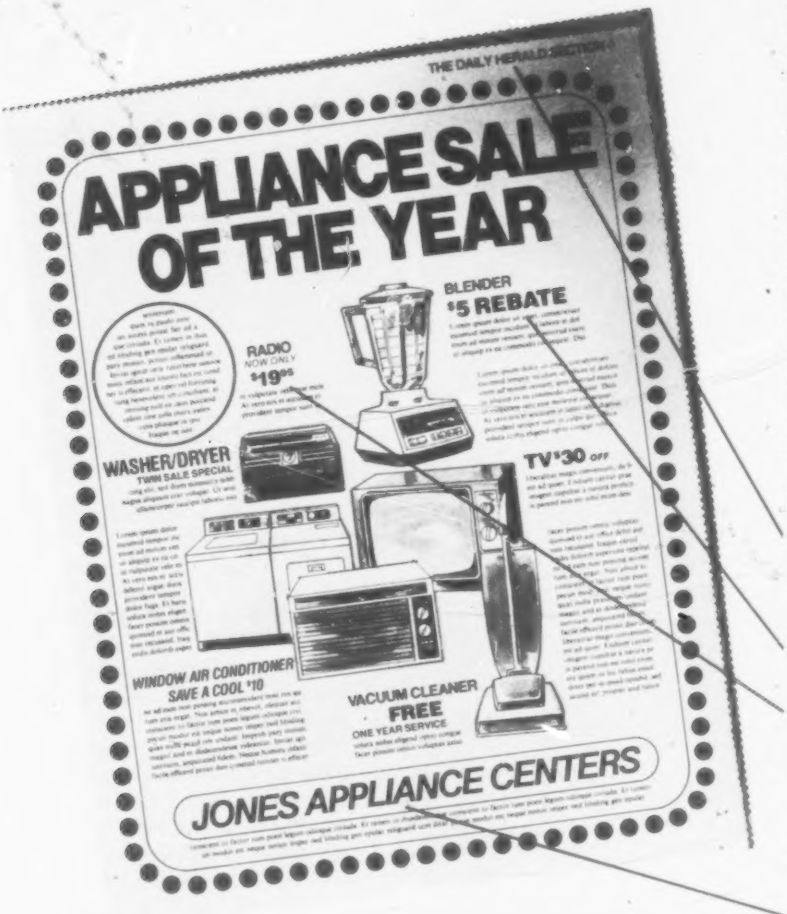
	Number Of Plants With 20 Or More Employees 1979 EIS[1]	1977 CBP[2]	1977 Census[3]
By region . . .			
New England	10,755	8,395	8,675
Mideast	28,798	24,207	25,392
Great Lakes	33,640	24,189	24,833
Plains	10,275	7,509	7,511
Southeast	29,132	22,115	22,230
Southwest	9,562	7,332	5,328
Rocky Mountain	2,947	2,061	2,081
Far West	15,127[4]	15,524	16,179
U.S.	**140,236**	**111,332**	**112,229**
. . . and by leading states			
California	11,596	12,023	12,503
New York	10,958	10,096	10,898
Illinois	10,220	6,861	7,054
Pennsylvania	9,128	7,295	7,409
Ohio	9,074	6,293	6,431
Michigan	7,105	4,954	5,176
Texas	6,806	5,409	3,390
New Jersey	6,731	5,230	5,478
North Carolina	5,153	3,813	3,858
Massachusetts	4,977	3,861	4,034
Georgia	3,751	2,766	2,805
Indiana	3,713	3,071	3,123
Florida	3,694	2,853	2,837
Wisconsin	3,528	3,010	3,049
Missouri	3,149	2,324	2,312
Tennessee	3,130	2,374	2,409
Connecticut	3,006	2,167	2,203
Minnesota	2,508	1,962	2,019
Alabama	2,331	1,791	1,815
Virginia	2,125	1,787	1,794
20-state total	**112,683**	**89,934**	**90,600**
% of U.S.	**80.4%**	**80.8%**	**80.7%**

[1] Economic Information Systems.
[2] Census Bureau, *County Business Patterns: 1977 U.S. Summary*, CBP-77-1.
[3] Census Bureau, 1977 *Census of Manufactures*. Compiled from preliminary state reports.
[4] Excludes Alaska and Hawaii.

Sources: *Sales & Marketing Management's 198 Survey of Industrial Purchasing Power;* Census Bureau.

© Sales & Marketing Management.

How newspaper research from ACB's "MINTSYSTEM" will give your newspaper advertising more results



THE DAILY HERALD SECTION A

APPLIANCE SALE OF THE YEAR

BLENDER
$5 REBATE

RADIO
NOW ONLY
$19.95

WASHER/DRYER
TWIN SALE SPECIAL

TV $30 OFF

WINDOW AIR CONDITIONER
SAVE A COOL $10

VACUUM CLEANER
FREE
ONE YEAR SERVICE

JONES APPLIANCE CENTERS

ACB's newspaper advertising research is the most comprehensive available anywhere. ACB reads national and display retail advertising in every U.S. daily and Sunday newspaper to provide in-depth data —customized to meet your exact requirements—so you can plan more productive newspaper advertising. This is all-inclusive research, exclusive with ACB and it has a unique name: MINTSYSTEM, Marketing Intelligence Tracking System.

Only ACB's MINTSYSTEM Reporting will give you precise answers to such fundamental newspaper advertising questions as these:

"How much is the competition spending on newspaper advertising?"

"Where and when—exactly—are your competitors spending their newspaper advertising and promotion dollars?"

"What advertising appeals and techniques are competitors using?"

"How are retailers in various markets pricing your products vs. competitive products?"

"Are key retailers promoting your brand or your competitors'?"

"Are you getting the most for your Co-op dollars?"

"Which retailers are key to your sales efforts and which are not?"

"What new, innovative advertising approaches are working?"

"What about the seasonality? Are you missing out by not heavying-up at certain periods?"

"What are the market trends you should be taking advantage of?"

Today, these facts and hundreds of others are being used by more than a thousand manufacturers, service firms, ad agencies and merchandisers.

Call or write your nearest ACB office and learn how we can design the right research program to make your newspaper advertising program more effective or send for our catalog 100 A.

You can't beat experience.

ACB
THE ADVERTISING
CHECKING BUREAU, Inc.

Call your nearest ACB office.
NEW YORK: 2 Park Avenue, 10016, Phone 212/685-7300
CHICAGO: 434 South Wabash Avenue, 60605, Phone 312/922-2841
COLUMBUS, OHIO: 941 North High Street, 43201, Phone 614/294-4761
MEMPHIS: 52 South Second Street, 38103, Phone 901/526-3281
SAN FRANCISCO: 1453 Mission Street, 94103, Phone 415/552-6000
ORLANDO: 1010 Executive Center Drive, 32803, Phone 305/898-7680

BEHIND THE SURVEY'S DATA BASE

When the Department of Justice and Federal Trade Commission want current, reliable information on manufacturing industries, who do they turn to? Economic Information Systems, source of *Survey of Industrial Purchasing Power* data.

ONLY THE BEST

By JAY GOULD
President
Economic Information Systems

For federal government watchdog agencies charged with maintaining competition in the marketplace to use information from a data bank in the private sector is more than a case of man-bites-dog. Such is the case of Economic Information Systems (EIS), whose data bank on manufacturing establishments is used by both the Federal Trade Commission and Department of Justice as part of their economic and legal investigations of potential monopolistic trends in industry.

This is a tribute to the rigorous and detailed procedures with which EIS insures the completeness and accuracy of its data bank. It is also an assurance to users of the *Survey of Industrial Purchasing Power* that the statistics in this issue have, in the words of one government official, "substantial reliability."

The EIS data base is built from two primary files—an Establishment/Company File and an Input/Output File. The EIS Establishment/Company File contains about 20 pieces of information on each of 140,000 manufacturing establishments and mines employing 20 or more people, and 275,000 establishments in wholesaling, retailing, utilities, transportation, services, and other nonmanufacturing industries. According to the Census Bureau, manufacturing establishments with 20 or more employees account for 35.2% of manufacturing plants and 94.4% of industrial output; nonmanufacturing establishments with 20 or more represent 8.2% of nonmanufacturing locations and 75%–85% of the output.

For each establishment, the file contains a name, address, Zip Code, county, telephone number, employment figure, parent company name and address, value of shipments produced by the establishment

FTC on EIS

"The Economic Information Systems (EIS) data are a distinctive asset among publicly available sources," says John E. Kwoka Jr., staff economist in the Federal Trade Commission's Bureau of Economics, "and seem likely to play yet a greater role in future economic and legal inquiries." Kwoka's remarks were part of a presentation he made at a meeting on private sources of market-share information, sponsored by the Section of Antitrust Law, American Bar Assn. He described a number of FTC research projects using EIS data.

One project investigated the effects of market share on price-cost margins as a measure of competitive performance. A second one focussed on the nature and reasons for market-share patterns. "Market definitions, market shares, descriptions of the firms involved, and identification of their actual and potential competitors are made possible with the EIS data," the FTC economist says.

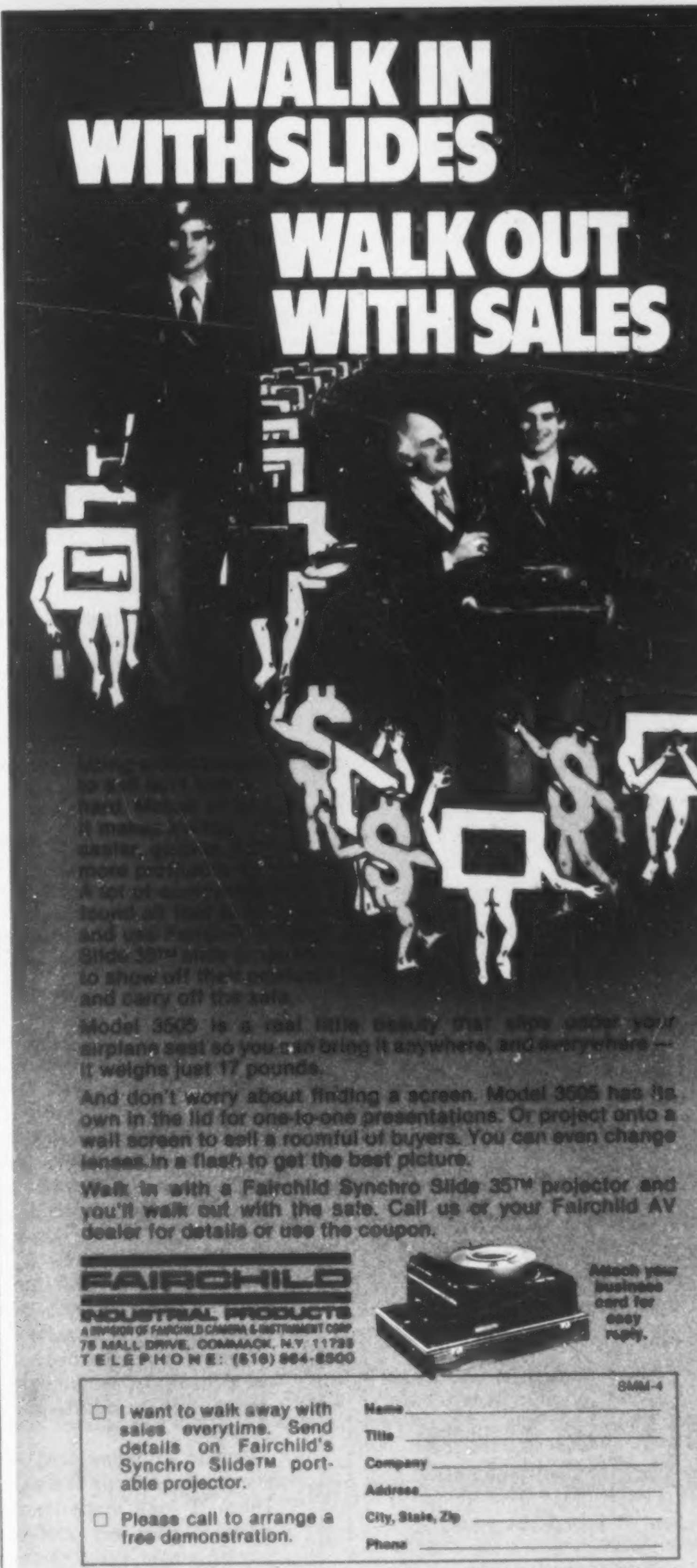
Kwoka has also compared EIS data against the concentration ratios developed by the Census Bureau from the 1972 *Census of Manufactures* calculating market shares in each 4-digit SIC industry for the top 4, 8, 20, and 50 companies. The EIS data showed an impressive close correlation with the bureau's concentration ratios. Kwoka concludes: "The EIS data appear to track the presumably accurate Census numbers quite well." This offers further assurance to users of S&MM's *Survey of Industrial Purchasing Power* that they are on the right track when estimating sales and market potentials from *Survey* yardsticks.

and total sales of the company, and a unique EIS code linking it to its parent company.

The EIS file differs from other commercially available files of establishments and/or companies because it is the only one that is matched and reconciled to: (1) Census Bureau statistics on establishment size, location, Standard Industrial Classification (SIC) industry by state and county; (2) Census Bureau statistics on company concentration by SIC industry; (3) Census Bureau statistics on industry size by employment and value of shipments; and (4) the annual reports of approximately 10,000 companies that publish financial data on their sales and establishment locations.

In identifying and quantifying establishments, EIS uses a wide variety of sources, including:

- **Mailings to companies,** listing their establishments and requesting confirmation and/or correction;
- **Clipping services,** for news of plant openings and closings, corporate mergers, and acquisitions;
- **State and industrial directories,** for identifying missing establishments;
- **Telephone directories,** to determine if establishments and companies are still in existence, and to confirm tele-



[illegible] and carry off the sale.

Model 3505 is a real little beauty that slips under your airplane seat so you can bring it anywhere, and everywhere — it weighs just 17 pounds.

And don't worry about finding a screen. Model 3505 has its own in the lid for one-to-one presentations. Or project onto a wall screen to sell a roomful of buyers. You can even change lenses in a flash to get the best picture.

Walk in with a Fairchild Synchro Slide 35™ projector and you'll walk out with the sale. Call us or your Fairchild AV dealer for details or use the coupon.

FAIRCHILD
INDUSTRIAL PRODUCTS
A DIVISION OF FAIRCHILD CAMERA & INSTRUMENT CORP.
75 MALL DRIVE, COMMACK, N.Y. 11725
TELEPHONE: (516) 864-8500

Attach your business card for easy reply.

SMM-4

☐ I want to walk away with sales everytime. Send details on Fairchild's Synchro Slide™ portable projector.

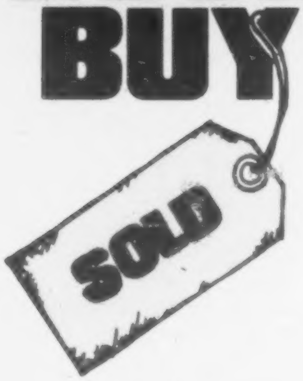
☐ Please call to arrange a free demonstration.

Name ____________
Title ____________
Company ____________
Address ____________
City, State, Zip ____________
Phone ____________

Fairchild manufactures a full line of Super 8 Film, 110 Filmstrip and 35mm Slide projectors, all with sound. © 1980 Fairchild Camera and Instr. Corp.

For further information circle No. 102 on Reader Service Card

GOOD BUY



There's a lot of general merchandise sold in the St. Pete/Tampa Metro area...more than one billion dollars worth a year. That means the area ranks second in the Southeast and among the top twenty in the country. The trend is equally impressive — up 71.5% over the past five years.

When you look at the area more closely, you'll find that St. Petersburg (Pinellas County) leads Tampa (Hillsborough County) in every retail category from general merchandise to automobiles to apparel.

So if you want to sell something, come to THE ST. PETERSBURG TIMES and EVENING INDEPENDENT...the best buy of all.

St.Pete Times & Independent

P.O. Box 1121, St. Petersburg, FL 33731
General Advertising (813) 893-8249
Represented nationally by
Story and Kelly-Smith, Inc.

Circle No. 115 on Reader Service Card

phone numbers and addresses;

- **Yearly review of published annual reports and Form 10-Ks** to reconcile company sales data and plant locations with EIS data;
- **The New York Times financial tape** (quarterly reports on public companies), to adjust the sales figures on an interim basis between annual reports and 10-Ks;
- **Telephone companies** throughout the country on a continuing basis, to ascribe each establishment's correct telephone number and location.

Once establishments are identified, their primary 4-digit SIC code and employment are determined and reconciled with the Census Bureau's annual *County Business Patterns*, which lists the number of establishments by employment-size class as well as total employment for each SIC industry in every county. This step, done every year, insures that the EIS file is as complete as possible. The latest year this was

EIS and Census: Why can't they agree?

Marketers who compare the *Survey of Industrial Purchasing Power's* (SIPP) plant totals with those in the Census Bureau's annual *County Business Patterns* (CBP) state reports should bear in mind the important factors as to why the two sources don't always agree.

Obviously, as Bentley H. Paykin, vice president of Economic Information Systems (EIS), points out, no private information source can duplicate the bureau's financial and personnel resources, not to mention its legal power to compel answers. Also, the CBP reports pertain to a fixed point in time whereas EIS is a dynamic system that constantly inputs new information, excises out-of-date information.

Paykin also cites the following facts of life in data collection that lead to honest differences:

"1. Establishments on the borderline of a size class—the CBP uses nine different classes—can move from one category to the next with a change in just one or two employees. Such movement can be considerable over the two-year time frame in which CBP data trail SIPP data.

"2. Employment data comparisons are inherently imprecise. CBP shows employment for a specific pay period whereas companies generally report it as an annual average. Small companies tend to inflate their employment so that many plants with 15 or 16 employees will claim to have 20.

"3. EIS's technical procedures for reconciling its files against the annual CBP reports invariably leave a residual of unreconciled plant locations. When the differences are uncovered, they continue in our file as the process of reconciliation goes on. After the file is updated, the old differences disappear but new ones appear."

Paykin stresses that "the major discrepancy between the Census Bureau and EIS is in plant totals. There is less disparity on the value of shipments, which is the key statistical measure of industrial buying power and industrial activity."

done was for 1976.

The next step estimates the value of shipments for each establishment. Roughly speaking, estimates are derived by multiplying each establishment's employment figure by a shipments-per-employee ratio for the appropriate SIC industry, obtained from the 1977 *Census of Manufactures*. The *Census* provides sufficient data to permit EIS to calculate shipments-per-employee ratios in each industry. This refinement on a single number captures some systematic differences in economics of scale and/or technology among establishments in the same industry. Of course, it cannot account for unique establishment-by-establishment variations. These variations are subject to review by considering the establishments' corporate affiliation.

Since the corporate affiliation of each establishment is recorded, our shipments estimates are tested for consistency with company totals. For all companies that are publicly held, EIS extracts from their annual reports and 10-Ks the pertinent sales figures, less foreign sales, and compares this with the total estimated for that company's establishments. If the two totals differ, those industry and establishment shipments figures that are affected are adjusted to reflect the information in the annual report.

The accuracy of the Establishment/Company File is on the order of 90%–96%. At any given point in time, 1%–3% of all the establishments having 20+ employees are missing, 1%–3% are no longer operating, and 2%–4% require a change of information.

The second file—the Input/Output File—contains information on the sales and purchases of more than 1,000 products and services that are used in the manufacturing and commercial sectors of the economy. Input/output describes the U.S. economy by tracing the flow of products from producing industries to consuming industries and final markets.

This data set contains the technical coefficients of an input/output matrix for about 1,000 goods and services in the economy. That is, it describes how much of what factors each industry purchases, and to whom that industry sells its final product and in what amount. This information is available for about 400 commodities in the Commerce Department's *Input-Output Matrix of the U.S. Economy*.

EIS breaks this down by use of other publications—*Current Industrial Reports*, *U.S. Industrial Outlook*, *Survey of Current Business*, *Census of Manufactures*—literature, engineering manuals, and information from its clients. Over the past decade, EIS has accumulated

The Southeast's Fastest Growing Major Metro Market!

ATLANTA
TAMPA
MIAMI

☆THE TAMPA BAY MARKET...
is comprised of Hillsborough, Pasco and Pinellas Counties, the heart of Florida's Gulf Coast.

The Quality Bay

☐ Tampa Bay is the fastest growing metro market in Florida!

☐ Tampa Bay is the fastest growing metro market in the Southeast...ahead of Miami and Atlanta!

☐ Tampa Bay is the third fastest growing major metro market in the U.S. . . . behind Phoenix and Houston! Not bad company!

Advertisers reach this "hot" Tampa Bay Market in The Tampa Tribune and Times at the lowest national line rate of all Florida major metro newspapers.

THE TAMPA TRIBUNE — Morning and Sunday
The Tampa Times — Evening and Sunday

Contact:
Byron Taggart, General Advertising Manager
Tampa Tribune-Times, P. O. Box 191,
Tampa, Florida 33601 (813) 272-7447

Source
S&MM Survey of Buying Power, July, 1979
Media General Newspapers
Represented by Sawyer-Ferguson-Walker

Circle No. 122 on Reader Service Card

encyclopedic knowledge about the technology and buying requirements of each industry.

All of the data in both files are subject to continuing update and review. The Establishment/Company File is updated every three months; the Input/Output File annually. All figures thus undergo periodic change, with a variety of procedures built in to double-check irregular occurrences. Routine mail surveys of establishments and companies are conducted to catch newly opened plants and to eliminate those that have been shut down. EIS contracts with telephone companies for updates on listing changes, additions, and deletions.

A final source of much useful information is a group of EIS clients. Unsystematic feedback (corrections, verification, update) is obtained from users companies' sales forces in the field and other knowledgeable sources. In addition, a client feedback program includes certain users who are willing to provide data on their own operations to EIS.

The sheer volume of these data makes total accuracy impossible, of course, but some checks of reliability are possible. These comparisons—and indeed, the use of the data—are facilitated by the compatability of EIS data with the *Census of Manufactures.*

The 4-digit SIC industry data have been used and checked for many years by the Bureau of Economics of the Federal Trade Commission. Errors are occasionally found in establishment identification and size, and company size and rank, particularly for smaller operations. By and large, however, the data are judged by the FTC to have "substantial reliability."

S&MM's FOUR SURVEY ISSUES

Each year Sales & Marketing Management publishes four *Survey* issues, which, taken together, provide a comprehensive and convenient information system for both consumer and industrial marketers. The data contained in the four *Survey* issues facilitate the analysis and selection of local geographic markets as well as target customer markets, the development of appropriate sales strategies for reaching those markets, and the comparison of the costs of selling in the geographical markets.

Survey of Buying Power, published July 28, includes the most current estimates of the demographic and socioeconomic factors of regions, states, metropolitan markets, counties, and cities.

Survey of Buying Power—Part II, published Oct. 27, rearranges the basic *Survey* data in terms of TV and newspaper markets so that markets can be evaluated in media terms; it also gives a five-year projection of metropolitan markets as well as current data on merchandise line sales for several product categories.

Survey of Selling Costs, published in February, includes detailed information on the basic selling costs of the leading metropolitan markets in the U.S. and Canada, plus data on such marketing-related expenses as sales training, sales meetings, cost per call, and salespeople's compensation.

Survey of Industrial Purchasing Power, published in April, provides data on total manufacturing activity at the county level as well as local market information on 457 customer industries that buy goods and services from consumer- and industrial-products manufacturers.

Cut soaring sales costs....
....and reach business buyers better!

Fact: Today's tight economic conditions, the energy crisis and other "uncontrollable" factors have increased the cost of doing business and thereby cut into profits—sometimes dramatically.

That is why The Maresca/Wolff Organization has developed a marketing strategy called Private Selective Communications™—a highly economical way to "call on" key executives of your best customers and prospect companies. This program enables you to:

....Give measurable response to corporate image building;
....Reach hard-to-see buying influences *and* pave the way for making your sales calls count for more;
....Communicate more often with key buying influences;
....Stretch reduced advertising budgets;
....Reach small accounts better with fewer personal calls;
....Cut down on "good will" sales calls;
....Achieve a stronger bottom line in a tough competitive market place.

Private Selective Communications™ ... a proven program that gets maximum impact ... for minimum expenditure.

The Maresca/Wolff Organization, Inc.
MARKETING PROMOTION SALES STRATEGISTS
120 East 56th St. New York, N.Y. 10022 • 212-751-8700

THE MARESCA WOLFF ORGANIZATION, Inc. • 120 East 56th Street, New York, N.Y. 10022
"THE GRASS ROOTS MARKETING PEOPLE"

Please send me information on your Private Selective Communications™ Program

1. My Product Service is ____
2. My Sales Force Numbers ____ And is ☐ Salaried ☐ Commissioned ☐ Combination ☐ Rep
3. We sell ☐ Direct ☐ Via Distributors ☐ Both

NAME ____ TITLE ____
COMPANY ____ PHONE NO ____ EXT ____
ADDRESS ____ CITY ____ STATE ____ ZIP ____

For further information circle No. 123 on Reader Service Card

What is this thing called SIC?

A basic goal of the *Survey of Industrial Purchasing Power* is to help industrial marketers zero in on specific target markets for their individual products. The *Survey* does that by using the federal government's unique **Standard Industrial Classification (SIC)** numerical system, which subdivides all the U.S.'s businesses into finer and more detailed product industries or market segments.

The SIC coding system first divides the nation's overall economy into 10 **Basic Industries**, each of which is given a range of 2-digit classification codes. Manufacturing, for example, has 20 2-digit codes—20 to 39—each representing a **Major Group**, such as Food: SIC 20. These, in turn, are subdivided into 143 3-digit **Industry Groups**, such as dairy products: SIC 202. At the next level of detail, they are subdivided into 454 4-digit **Specific Industries**, such as creamery butter: SIC 2021; and fluid milk: SIC 2026.

4-digit popular choice

The *Survey* uses the 4-digit SIC codes because that is the level of detail most widely used by industrial marketers. When a 4-digit industry has 1,000 or more employees in a county, the name of that industry, and its 4-digit code, appears below the county name in the statistical section starting on page 37. That information tells the industrial marketer (1) where his prospects are located geographically and (2) the local area's relative importance in a given customer industry.

It is important to understand that the basic reporting unit in the SIC system, as well as in the *Survey* is the **Individual Establishment**, such as a factory, plant, or mill. Thus establishments should not be confused with companies.

In 1976, the latest year for which comparable federal government data are available, 213,512 companies classified in the manufacturing category filed income tax reports with the Internal Revenue Service. That same year, according to *County Business Patterns*, there were 310,633 manufacturing establishments.

In its quinquennial *Census of Manufactures*, the Census Bureau assembles data at two additional levels. Those are the 5-digit **Product Classes** (1,350 in number) and the 7-digit **Products or Commodities** (totalling 13,000), both considered the **Primary Products** of an industry that has the same first four digits. These data will be found

WE HAVE A BRAND NEW CONVENTION CENTER FOR WORKING.

AND ALL THIS FOR PLAYING:

A world famous spa
5 golf courses
A private ocean beach
37 tennis courts

They're all exclusively for your group of 200 or less. Because only one group meets at Palm-Aire at a time, regardless of the size. Over 15,000 square feet of meeting space waits for people who expect luxury. Even during meetings.

We have a full range of convention centers, seminar rooms and meeting suites. Each equipped with the newest acoustical and lighting systems. The finest personalized service for large groups or small.

When you're not meeting at the conference table, meet on one of our five golf courses. By the swimming pool closest to your room. Or at one of our four fine restaurants with four different atmospheres and menus.

Find out how to motivate your people. Call Saul Chato, Vice President, Hotel Sales & Marketing, toll-free at (800) 327-4960. From Canada or Florida call (305) 972-3300, collect.

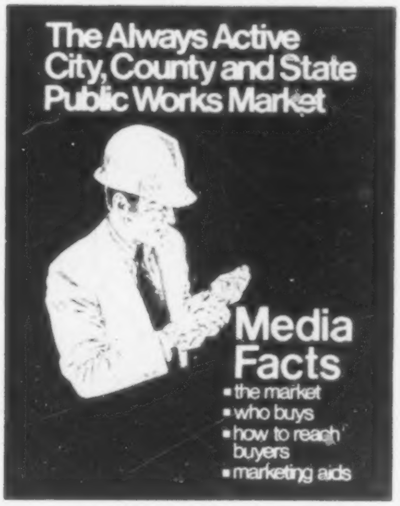
The World of Palm-Aire

Department 21560
2501 Palm Aire Drive North,
Pompano Beach, Fla. 33060

We've made The World a better place to live. FPA Corporation.

For further information circle No. 116 on Reader Service Card

free marketing and sales guide



The mandate from the American people for a cleaner environment and a better standard of living has created a city, county, and state public works market that is big, steady and continually growing.

Annual expenditures are in the billions.

Purchases include equipment, material and supplies for the design, construction, operation and maintenance of:

- *streets and highways*
- *water works*
- *wastewater*
- *solid waste*
- *recreation*

Free guide explains the market, shows how to reach and influence buyers/specifiers, and outline aids that help make sales.

City, County and State

- *Public Works Magazine*
- *The Public Works Manual*
- *"Action Card" Mailings*

Public Works
PUBLICATIONS
Box 688, Ridgewood, N.J. 07451

Please send ☐ Free Guide

Name
Title
Company
Street
City
State
Product

Circle No. 126 on Reader Service Card

in Tables 5A through 6C in the Industry Series reports.

SIC data, despite their usefulness, have certain limitations.* First, assigning all the output of a multiproduct establishment to a single 4-digit industry can overstate the total shipments figure for that industry and, conversely, understate the totals of the industries that describe the plant's secondary products.

The Industry Series reports from the 1977 *Census of Manufactures* include two helpful ratios for getting around that problem. The first ratio, **Primary Product Specialization,** indicates the proportion of a 4-digit industry's reported total shipments that is represented by the Primary Products. For example, in SIC 3523: farm machinery and equipment, Primary Products accounted for 92% of the shipments of establishments classified in that industry; 8% of the shipments represented **Secondary Products** (those goods considered the primary products of another industry).

The second ratio, **Coverage,** is the proportion of Primary Products shipped by the establishments in a 4-digit industry to the total shipments of such products by all establishments. For example, the establishments in SIC 3523 accounted for 95% of the total shipments of the Primary Products (farm machinery and equipment) that that particular industry represents. The two ratios are found in Table 5B in the Industry Series reports.

A second limitation involves **Interplant Transfers:** when products are shipped between establishments owned by the same business enterprise for further processing. In effect, the shipments are double-counted.

The third, and most serious, limitation—but, at the same time, this *Survey*'s biggest plus—is the nondisclosure rule, which bars the Census Bureau from publishing data that can identify a special establishment. Because the largest plants are often affected, their shipments will be blanked out from industry totals, leading to a serious understatement at the local area level. Economic Information Systems, New York City, from whose data bank the *Survey* information is drawn, does not face that restriction and includes such units in calculating county and industry totals. Thus in certain cases, the shipments totals on pages 28 to 32 gives a better estimate of the "real" world.

A complete list of industries, and their definitions, appears in the *Standard Industrial Classification Manual: 1972,* available from the U.S. Government Printing Office, Washington, DC 20402; price: $6.75. A 1977 *Supplement,* incorporating minor revisions, is available from the same source for 90¢. A second helpful source for data on shipments and employment are the preliminary summary reports: *Selected Statistics for Industry Groups and Industries: 1977 and 1972,* MC77-S-1(P), 35¢; and *Selected Statistics for States: 1977 and 1972,* MC77-S-2(P), 35¢. Both are available from Subscriber Services (Publications), Bureau of the Census, Washington, DC 20233. ■

A helpful explanation of SIC and its drawbacks is contained in "SIC: The Increasing Misapplication of a Useful Tool," by Machinery & Allied Products Institute, Washington, DC; price: $3.

S&MM QUOTES

Running has slowed down to a walk.

—John Schulz, B. Dalton merchandising vice president, commenting on today's market for books on jogging

IS YOUR SALES FORCE WORKING IN THE DARK?

MARCIULIANO

Dun's Marketing Services can help you discover a rich new vein of sales prospects.

We're the country's most comprehensive source of business market information.

We can help you pinpoint your highest potential markets. And provide you and your sales force with a steady stream of high-quality leads. Our account executives can also show you how to initiate new sales strategies, and follow through on proven productive marketing systems.

Systems that generate measurable results. Ask to see our case histories, please.

If you're ready for a bright new approach to your company's bottom line, call toll free **(800) 526-0665**; New Jersey **(800) 452-9772.**

Or write for our new brochure "Effective Sales Force Management—A Guide to Boosting Sales Productivity."

Dun's Marketing Services
Effective Sales Force Management

Dun's Marketing Services
Three Century Drive
Parsippany, N.J. 07054

☐ Please send me your free brochure.
☐ Have a representative call me.

NAME
TITLE
COMPANY
ADDRESS
CITY STATE ZIP
TELEPHONE

Dun's Marketing Services

a company of The Dun & Bradstreet Corporation

SMM 480

We bring buyer and seller together.

For further information circle No. 106 on Reader Service Card

1980 Survey SIC totals

U.S. plant and shipments totals for 4-digit manufacturing industries

The U.S. plant and shipments totals in this section, covering all Standard Industrial Classification (SIC) 4-digit manufacturing industries, provide insights into the total customer-base (plants) available to the marketer's sales force, and the potential market demand (shipments).

When used in conjunction with the geographical section, starting on page 37, the U.S. totals shown here can be used to calculate the relative importance of individual counties that make up sales territories. For example, two counties account for more than two-fifths of the output of SIC 3861 (photographic equipment and supplies): Monroe County, NY, home of Eastman Kodak, representing 35%; and Middlesex County, MA, Polaroid's home base, 6%.

The employment data can be used to estimate employment at the county level by (1) computing an output-per-employee ratio and (2) dividing that ratio into the county's SIC industry shipments figure.

		Number Of Plants			1979 (S&MM Est.)	
SIC	Industry	Total Plants	Large Plants	Employment	Total Shipments ($Mil.)	% In Large Plants
SIC 20 Food						
2011	Meat-packing plants	1,175	386	165,647	38,751.9	80
2013	Sausages & other prepared meats	714	198	70,071	8,450.8	69
2016	Poultry-dressing plants	329	221	76,854	6,401.7	94
2017	Poultry & egg processing	247	127	41,148	1,173.2	86
2021	Creamery butter	148	13	8,026	1,186.9	30
2022	Natural & processed cheese	310	75	28,773	7,287.9	67
2023	Condensed & evaporated milk	184	46	15,306	3,155.1	59
2024	Ice cream & frozen desserts	415	109	34,871	2,071.0	61
2026	Fluid milk	1,106	362	105,271	14,107.0	67
2032	Canned food specialties	102	52	25,300	2,984.7	92
2033	Canned fruits & vegetables	735	372	131,797	6,818.6	86
2034	Dehydrated fruits, vegetables, & soups	119	60	20,478	1,126.8	87
2035	Pickles, sauces, & salad dressings	233	80	27,956	3,067.4	76
2037	Frozen fruits & vegetables	277	158	67,617	3,078.0	92
2038	Frozen food specialties	149	83	30,182	3,390.0	88
2041	Flour & other grain-mill products	253	76	25,712	4,460.9	68
2043	Cereal breakfast foods	42	24	19,161	2,641.7	96
2044	Rice milling	46	16	5,104	1,321.4	76
2045	Blended & prepared flour	41	16	5,530	1,205.7	79
2046	Wet corn milling	54	22	13,422	2,099.2	90
2047	Pet food	156	47	19,094	3,270.8	76
2048	Prepared feeds n.e.c.	1,007	104	54,757	8,641.9	37
2051	Bread, cake, & related products	1,508	638	204,897	9,791.5	82
2052	Cookies & crackers	180	82	44,575	3,099.2	90
2061	Raw cane sugar	49	26	8,772	409.0	87
2062	Cane-sugar refining	27	23	12,613	2,348.7	98
2063	Beet sugar	58	52	16,826	1,246.5	98
2065	Confectionery products	516	173	70,426	4,125.6	78
2066	Chocolate & cocoa products	36	17	10,150	1,385.8	91
2067	Chewing gum	17	16	9,087	596.9	100
2074	Cottonseed-oil mills	92	16	7,267	977.0	46
2075	Soybean-oil mills	77	19	6,269	8,710.4	48
2076	Vegetable-oil mills n.e.c.	31	10	2,768	841.9	61
2077	Animal & marine fats & oils	214	28	13,608	1,713.2	41
2079	Shortening & cooking oils n.e.c.	72	36	11,240	4,829.6	84
2082	Malt beverages	102	77	46,661	7,239.2	97
2083	Malt	27	10	2,484	544.7	67
2084	Wines, brandy, & brandy spirits	98	35	11,032	1,477.4	75
2085	Distilled liquor, except brandy	85	41	19,559	2,380.7	89
2086	Bottled & canned soft drinks	1,604	345	128,317	9,850.9	58
2087	Flavoring extracts & syrups n.e.c.	162	32	12,734	2,714.3	59
2091	Canned & cured seafoods	174	67	23,229	1,489.1	77
2092	Fresh or frozen packaged seafoods	310	71	30,292	2,275.6	64
2095	Roasted coffee	98	40	15,118	5,035.9	84
2097	Manufactured ice	168	8	7,758	172.9	17
2098	Macaroni & spaghetti	65	28	7,360	695.8	77
2099	Food preparations n.e.c.	795	213	78,731	6,833.4	69
SIC 21 Tobacco						
2111	Cigarettes	13	12	41,997	7,974.1	100
2121	Cigars	73	33	12,227	303.7	86
2131	Chewing & smoking tobacco & snuff	24	19	5,548	442.6	96
2141	Tobacco stemming & redrying	82	53	17,058	2,594.7	93
SIC 22 Textile mill products						
2211	Cotton-weaving mills	376	301	168,275	4,512.8	98
2221	Synthetics- & silk-weaving mills	319	205	94,448	6,358.7	95
2231	Wool-fabric weaving & finishing mills	193	103	38,276	599.1	87
2241	Narrow-fabric mills	298	100	32,355	694.5	73
2251	Women's full- & knee-length hosiery	236	116	45,733	750.3	87
2252	Hosiery n.e.c.	311	115	38,027	933.6	76
2253	Knit-outerwear mills	501	217	80,171	2,251.7	83
2254	Knit-underwear mills	96	66	30,429	697.1	94
2257	Circular-knit fabric mills	197	79	29,302	2,960.1	80
2258	Warp-knit fabric mills	74	37	10,707	1,582.4	83
2259	Knitting mills n.e.c.	42	11	4,203	96.0	68
2261	Cotton-finishing plants	237	110	50,283	886.7	88
2262	Synthetics- & silk-finishing plants	102	56	21,441	2,325.3	89
2269	Textile-finishing plants n.e.c.	138	63	18,154	829.5	80
2271	Woven carpets & rugs	60	24	8,804	172.3	82
2272	Tufted carpets & rugs	245	137	53,190	4,560.7	90
2279	Carpets & rugs n.e.c.	33	7	2,859	109.7	61
2281	Yarn-spinning mills, except wool	417	298	90,607	3,962.7	93
2282	Throwing & winding mills, except wool	107	72	21,419	1,944.9	91
2283	Wool-yarn mills	96	54	17,886	198.7	88
2284	Thread mills	56	32	13,815	542.3	93
2291	Felt goods, except woven felts & hats	56	22	7,333	173.4	79
2292	Lace goods	45	13	5,383	47.5	70

DEFINITIONS—**SIC:** 4-digit classification used by federal government. **Industry:** Classification by plant's primary product. A complete listing of full SIC industry titles and definitions is in the 1972 *Standard Industrial Classification Manual*, U.S. Government Printing Office, Washington, D.C.; price: $6.75. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **Shipments:** Dollar value of all goods produced. **% In Large Plants:** Share of dollar shipments produced in plants with 100+ employees. This is a rounded number; if the share is 99.5% or more, it shows as 100%. **Employment:** Number of persons employed in plants with 20+ employees. **N.e.c.:** Not elsewhere classified.

1979 (S&MM Est.)

SIC	Industry	Number Of Plants Total Plants	Number Of Plants Large Plants	Employment	Total Shipments ($Mil.)	% In Large Plants
2293	Paddings & upholstery filling	79	12	5,254	250.5	42
2294	Processed textile waste	122	21	7,882	177.8	44
2295	Coated fabrics, not rubberized	127	40	14,763	1,175.5	73
2296	Tire cord & fabric	25	21	11,791	1,074.3	98
2297	Nonwoven fabrics	28	10	4,116	824.4	74
2298	Cordage & twine	108	38	12,473	331.1	76
2299	Textile goods n.e.c.	126	35	13,593	233.2	71
SIC 23	**Apparel**					
2311	Men's & boys' suits & coats	517	309	112,977	2,870.8	91
2321	Men's & boys' shirts & nightwear	623	439	134,229	3,377.4	92
2322	Men's & boys' underwear	85	66	24,844	414.5	96
2323	Men's & boys' neckwear	117	20	8,710	259.6	50
2327	Men's & boys' separate trousers	461	323	104,778	2,258.4	92
2328	Men's & boys' work clothing	454	307	92,085	3,497.6	91
2329	Men's & boys' clothing n.e.c.	465	217	60,969	1,093.4	79
2331	Women's & misses' blouses	526	169	52,923	2,251.2	65
2335	Women's & misses' dresses	1,398	394	137,742	4,866.5	63
2337	Women's & misses' suits & coats	575	160	53,305	2,721.4	60
2339	Women's & misses' outerwear n.e.c.	891	341	101,653	2,918.6	72
2341	Women's & children's underwear	507	282	89,666	1,811.7	87
2342	Brassieres, girdles, & allied garments	138	80	28,409	749.4	89
2351	Millinery	53	5	3,030	90.8	39
2352	Hats & caps, except millinery	150	43	13,987	317.6	64
2361	Girls' & children's dresses & blouses	276	96	28,936	776.9	68
2363	Girls' & children's coats & suits	73	24	7,380	208.5	65
2369	Girls' & children's outerwear n.e.c.	262	102	31,707	816.9	74
2371	Fur goods	125	8	5,670	439.8	18
2381	Fabric dress & work gloves	144	56	17,077	365.4	74
2384	Robes & dressing gowns	84	30	3,549	337.8	68
2385	Waterproof outer garments	123	48	17,846	432.9	79
2386	Leather- & sheep-lined clothing	52	17	4,939	255.2	65
2387	Apparel belts	115	25	9,017	285.9	52
2389	Apparel & accessories n.e.c.	116	20	8,592	238.9	51
2391	Curtains & draperies	347	77	28,398	1,159.4	60
2392	House furnishings n.e.c.	354	102	33,847	2,600.1	65
2393	Textile bags	139	35	10,369	357.1	57
2394	Canvas & related products	254	32	14,256	562.0	39
2395	Pleating, stitching, & tucking	142	27	9,563	755.9	50
2396	Automotive & apparel trimmings	173	33	19,471	2,486.3	68
2397	Schiffli-machine embroideries	47	6	2,787	186.4	46
2399	Fabricated textile products n.e.c.	322	79	31,692	1,290.9	67
SIC 24	**Lumber & wood products**					
2411	Logging camps & contractors	467	38	27,265	4,913.6	41
2421	General sawmills & planing mills	2,160	402	170,642	9,607.6	56
2426	Hardwood dimension & flooring	401	90	31,960	885.1	55
2429	Special-product sawmills n.e.c.	108	14	7,253	269.1	50
2431	Millwork	1,215	198	84,200	4,157.7	50
2434	Wood kitchen cabinets	387	73	31,299	1,130.2	58
2435	Hardwood veneer & plywood	299	114	34,455	1,072.8	73
2436	Softwood veneer & plywood	232	131	40,305	3,489.5	88
2439	Structural wood members n.e.c.	362	55	26,493	858.0	51
2441	Nailed & lock-corner wood boxes	208	41	13,662	284.7	49
2448	Wood pallets & skids	301	26	15,423	738.7	30
2449	Wood containers n.e.c.	147	43	13,411	275.3	62
2451	Mobile homes	540	232	60,296	3,430.9	71
2452	Prefabricated wood buildings	310	73	24,830	2,031.1	57
2491	Wood preserving	237	26	14,207	1,004.4	35
2492	Particleboard	76	45	19,731	483.4	92
2499	Wood products n.e.c.	998	168	71,137	2,524.8	53
SIC 25	**Furniture**					
2511	Wood household furniture	981	368	133,4[illegible]5	5,132.8	80
2512	Upholstered wood household furniture	979	288	100,688	3,615.2	69
2514	Metal household furniture	263	109	34,733	1,551.2	81
2515	Mattresses & bedsprings	470	85	37,881	1,567.9	56
2517	Wood TV & radio cabinets	38	24	12,812	405.4	95
2519	Household furniture n.e.c.	67	16	5,586	271.7	62
2521	Wood office furniture	115	38	13,030	456.8	73
2522	Metal office furniture	150	73	28,374	1,700.1	88
2531	Public-building & related furniture	248	72	26,113	944.2	70

1979 (S&MM Est.)

SIC	Industry	Number Of Plants Total Plants	Number Of Plants Large Plants	Employment	Total Shipments ($Mil.)	% In Large Plants
2541	Wood partitions & fixtures	408	70	28,764	1,355.9	52
2542	Metal partitions & fixtures	272	79	25,000	1,226.6	65
2591	Drapery hardware & blinds & shades	122	24	14,206	800.9	73
2599	Furniture & fixtures n.e.c.	171	31	11,359	840.5	51
SIC 26	**Paper**					
2611	Pulp mills	59	37	21,912	2,644.3	95
2621	Paper mills, except building paper	345	247	144,061	15,140.9	97
2631	Paperboard mills	221	147	65,241	8,097.9	94
2641	Paper coating & glazing	299	108	45,945	3,864.6	81
2642	Envelopes	219	100	27,285	1,156.8	78
2643	Bags, except textile bags	404	158	53,742	4,246.9	78
2645	Die-cut paper & board	187	35	16,080	1,308.7	59
2646	Pressed & molded pulp goods	31	13	4,834	289.7	82
2647	Sanitary paper products	99	53	28,728	5,548.8	92
2648	Stationery products	74	42	11,668	822.3	87
2649	Converted paper products n.e.c.	374	97	37,872	1,614.9	67
2651	Folding paperboard boxes	512	182	53,942	2,526.6	72
2652	Set-up paperboard boxes	216	51	17,136	384.0	54
2653	Corrugated & solid fiber boxes	1,081	488	116,623	6,858.4	77
2654	Sanitary food containers	119	70	25,897	2,061.1	92
2655	Fiber cans, drums, & similar products	208	47	17,438	1,024.6	58
2661	Building-paper & building-board mills	103	49	16,662	663.8	86
SIC 27	**Printing & publishing**					
2711	Newspapers	2,459	621	322,327	12,998.8	76
2721	Periodicals	433	135	67,288	6,089.6	82
2731	Book publishing	513	180	73,485	4,890.1	81
2732	Book printing	157	58	33,881	1,375.1	87
2741	Miscellaneous publishing	359	97	36,471	1,839.3	68
2751	Letterpress commercial printing	2,758	371	198,856	4,811.7	52
2752	Lithographic commercial printing	1,765	321	128,807	7,990.4	54
2753	Engraving & plate printing	184	26	12,504	277.4	52
2754	Gravure commercial printing	34	22	6,926	1,016.2	94
2761	Manifold business forms	406	130	41,537	2,409.6	71
2771	Greeting-card publishing	85	33	23,715	1,090.4	91
2782	Blankbooks & looseleaf binders	254	84	26,606	1,101.7	72
2789	Bookbinding & related work	311	57	23,062	555.9	56
2791	Typesetting	330	38	18,489	728.3	37
2793	Photoengraving	185	23	9,914	221.3	33
2794	Electrotyping & stereotyping	24	4	1,386	14.4	42
2795	Lithographic platemaking services	35	1	1,577	667.7	10
SIC 28	**Chemicals**					
2812	Alkalies & chlorine	74	36	18,730	2,203.1	90
2813	Industrial gases	333	35	17,347	1,359.5	38
2816	Inorganic pigments	96	39	14,326	1,582.1	81
2819	Industrial inorganic chemicals n.e.c.	548	194	90,021	9,051.4	83
2821	Plastics materials & synthetic resins	471	205	101,424	12,252.2	88
2822	Synthetic rubber	59	38	26,685	2,146.1	96
2823	Cellulosic man-made fibers	22	15	21,023	1,148.2	98
2824	Noncellulosic synthetic organic fibers	68	52	71,250	7,293.2	99
2831	Biological products	88	31	12,855	1,029.7	81
2833	Medicinals & botanicals	99	30	22,922	2,330.2	86
2834	Pharmaceutical preparations	476	212	133,462	12,801.1	91
2841	Soap & other detergents	267	74	37,199	6,482.3	80
2842	Polishes & sanitation goods	522	113	47,292	3,572.8	65
2843	Surface-active agents	72	14	5,960	1,186.4	55
2844	Toilet preparations	254	125	57,511	7,561.7	90
2851	Paints & allied products	868	206	73,194	7,665.7	63
2861	Gum & wood chemicals	96	28	8,057	520.4	65
2865	Cyclic crudes & intermediates	196	77	31,848	5,730.9	83
2869	Industrial organic chemicals n.e.c.	447	184	102,109	25,285.7	89
2873	Nitrogenous fertilizers	230	59	21,459	2,964.6	66
2874	Phosphatic fertilizers	92	37	17,717	3,061.2	86
2875	Fertilizers - mixing only	269	24	13,646	1,924.5	30
2879	Agricultural chemicals n.e.c.	204	45	19,254	3,278.3	65
2891	Adhesives & sealants	288	64	22,182	2,041.8	57
2892	Explosives	67	29	20,625	765.3	92
2893	Printing ink	206	30	12,505	1,113.5	48
2895	Carbon black	32	11	3,397	538.6	64
2899	Chemical preparations n.e.c.	615	135	51,653	4,081.3	62

1979 (S&MM Est.)

SIC 29 Petroleum refining & coal products

SIC	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Employment	Total Shipments ($Mil.)	% In Large Plants
2911	Petroleum refining	373	196	104,821	110,196.4	92
2951	Paving mixtures & blocks	578	119	44,628	1,895.0	54
2952	Asphalt felts & coatings	186	65	19,118	2,356.7	71
2992	Lubricating oils & greases	245	45	16,011	2,027.7	50
2999	Petroleum & coal products n.e.c.	38	11	3,254	564.8	65

SIC 30 Rubber & misc. plastics

SIC	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Employment	Total Shipments ($Mil.)	% In Large Plants
3011	Tires & inner tubes	136	95	115,669	10,777.6	98
3021	Rubber & plastic footwear	46	38	23,335	598.5	98
3031	Reclaimed rubber	18	4	1,173	46.8	44
3041	Rubber & plastic hose & belting	153	81	34,012	1,778.6	91
3069	Fabricated rubber products n.e.c.	869	320	127,095	5,072.1	81
3079	Miscellaneous plastics products	4,395	1,202	409,459	21,202.8	66

SIC 31 Leather

SIC	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Employment	Total Shipments ($Mil.)	% In Large Plants
3111	Leather tanning & finishing	252	81	26,299	1,960.6	70
3131	Boot & shoe cut stock & findings	167	53	14,751	345.2	64
3142	House slippers	59	30	9,350	256.8	83
3143	Men's nonathletic footwear	173	137	54,909	2,268.5	97
3144	Women's nonathletic footwear	196	160	55,279	1,762.7	97
3149	Nonrubber footwear n.e.c.	233	169	58,379	743.4	94
3151	Leather gloves & mittens	78	19	5,837	232.6	55
3161	Luggage	113	35	15,320	822.1	77
3171	Women's handbags & purses	181	61	20,921	652.1	73
3172	Personal leather goods n.e.c.	130	39	14,352	454.8	72
3199	Leather goods n.e.c.	172	35	11,672	360.1	53

SIC 32 Stone, clay, glass & concrete

SIC	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Employment	Total Shipments ($Mil.)	% In Large Plants
3211	Flat glass	79	42	28,027	1,922.1	94
3221	Glass containers	136	113	67,122	3,575.7	99
3229	Pressed & blown glass n.e.c.	211	107	65,413	2,666.0	93
3231	Products of purchased glass	359	94	32,077	2,267.7	67
3241	Hydraulic cement	197	148	33,186	3,734.7	92
3251	Brick & structural clay tile	338	85	27,995	964.2	53
3253	Ceramic wall & floor tile	61	34	8,718	316.6	87
3255	Clay refractories	132	41	14,152	754.2	69
3259	Structural clay products n.e.c.	72	26	7,752	269.7	71
3261	Vitreous plumbing fixtures	50	39	11,460	509.7	95
3262	Vitreous china food utensils	20	15	7,831	207.7	97
3263	Fine-earthenware food utensils	15	9	3,725	111.3	92
3264	Porcelain electrical supplies	61	34	11,779	420.2	89
3269	Pottery products n.e.c.	142	30	11,258	285.2	56
3271	Concrete block & brick	734	45	33,539	1,394.2	21
3272	Concrete products n.e.c.	1,130	165	72,272	3,339.1	46
3273	Ready-mixed concrete	1,470	133	77,919	7,874.0	34
3274	Lime	146	34	11,365	609.7	56
3275	Gypsum products	95	54	12,105	1,194.1	81
3281	Cut stone & stone products	409	49	24,822	504.4	42
3291	Abrasive products	217	54	24,549	2,090.3	72
3292	Asbestos products	138	67	23,174	1,092.8	87
3293	Gaskets, packing, & sealing devices	215	70	30,126	1,546.6	80
3295	Ground or treated minerals & earths	543	79	38,065	1,222.2	51
3296	Mineral wool	113	49	19,244	2,202.4	87
3297	Nonclay refractories	95	45	14,848	815.0	85
3299	Nonmetallic mineral products n.e.c.	67	14	8,837	403.5	76

SIC 33 Primary metal

SIC	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Employment	Total Shipments ($Mil.)	% In Large Plants
3312	Blast furnaces & steel mills	346	222	399,556	50,377.3	99
3313	Electrometallurgical products	53	33	13,678	1,129.4	93
3315	Steel wire & related products	178	73	26,100	2,662.0	81
3316	Cold-rolled steel sheet, strip, & bars	178	90	39,799	2,958.5	90
3317	Steel pipe & tubes	233	119	54,671	3,554.2	90
3321	Gray-iron foundries	824	329	137,483	8,014.7	83
3322	Malleable-iron foundries	74	43	24,806	774.4	94
3324	Steel-investment foundries	69	22	7,605	491.4	81
3325	Steel foundries n.e.c.	318	173	63,758	2,511.0	90
3331	Primary copper	53	32	25,405	4,942.2	96
3332	Primary lead	28	11	4,166	921.0	82
3333	Primary zinc	23	14	5,338	629.1	92
3334	Primary aluminum	45	32	33,905	6,059.7	98
3339	Primary nonferrous metals n.e.c.	62	29	9,611	1,288.5	83
3341	Secondary nonferrous metals	256	75	24,523	4,723.6	68
3351	Copper rolling & drawing	122	79	32,695	5,337.3	94
3353	Aluminum sheet, plate, & foil	57	39	29,078	7,271.6	97
3354	Aluminum extruded products	139	64	21,947	2,651.0	84
3355	Aluminum rolling & drawing n.e.c.	88	35	16,421	743.4	85
3356	Nonferrous rolling & drawing n.e.c.	149	51	22,736	2,587.9	82
3357	Nonferrous-wire drawing & insulating	266	159	58,979	7,559.5	91
3361	Aluminum foundries	535	158	53,927	3,215.2	72
3362	Brass, bronze, & copper foundries	274	56	21,553	786.0	59
3369	Nonferrous foundries n.e.c.	279	87	36,313	1,063.2	77
3398	Metal heat treating	124	14	6,646	1,028.9	36
3399	Primary metal products n.e.c.	342	48	21,335	973.5	44

SIC 34 Fabricated metal

SIC	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Employment	Total Shipments ($Mil.)	% In Large Plants
3411	Metal cans	361	196	68,387	8,037.7	88
3412	Metal shipping barrels, drums, & pails	183	54	16,015	926.4	61
3421	Cutlery	79	43	15,160	805.5	89
3423	Hand & edge tools n.e.c.	380	124	52,032	2,515.0	80
3425	Hand saws & saw blades	80	24	8,063	410.2	73
3429	Hardware n.e.c.	651	206	91,503	5,887.0	79
3431	Metal sanitary ware	90	28	12,718	511.4	76
3432	Plumbing fittings & brass goods	170	82	27,496	1,276.9	86
3433	Heating equipment, except electric	349	130	42,905	1,627.3	79
3441	Fabricated structural metal	1,700	364	147,600	6,162.2	61
3442	Metal doors, sash, & trim	987	235	89,900	2,654.0	63
3443	Fabricated plate work (boiler shops)	1,124	325	140,465	8,335.6	75
3444	Sheet-metal work	1,868	275	118,258	5,400.2	46
3446	Architectural & ornamental metal work	281	39	19,159	1,045.6	48
3448	Prefabricated metal buildings	206	74	26,330	1,254.6	78
3449	Miscellaneous metal work	454	70	30,560	1,539.7	47
3451	Screw-machine products	861	102	47,971	1,992.2	37
3452	Bolts, nuts, rivets, & washers	533	182	67,008	3,743.0	78
3462	Iron & steel forgings	406	148	60,648	2,757.6	81
3463	Nonferrous forgings	41	24	10,024	537.5	93
3465	Automotive stampings	196	109	86,320	11,009.3	96
3466	Crowns & closures	38	18	7,465	673.0	86
3469	Metal stampings n.e.c.	1,308	328	115,150	5,241.0	64
3471	Plating & polishing	1,087	116	61,527	2,005.2	37
3479	Metal coating & allied services n.e.c.	504	74	34,497	1,786.3	50
3482	Small-arms ammunition	22	9	11,430	483.2	95
3483	Ammunition, except small-arms, n.e.c.	47	34	40,562	868.5	98
3484	Small arms	57	24	22,159	859.3	93
3489	Ordnance & accessories n.e.c.	46	29	22,828	832.2	97
3493	Steel springs, except wire	106	34	11,404	581.5	73
3494	Valves & pipe fittings	672	297	109,065	5,615.6	86
3495	Wire springs	183	55	17,761	960.3	72
3496	Miscellaneous fabricated wire products	712	195	67,622	1,486.5	67
3497	Metal foil & leaf	27	7	2,454	948.8	65
3498	Fabricated pipe & fittings	311	72	26,535	1,995.0	61
3499	Fabricated metal products n.e.c.	967	204	81,080	3,691.6	61

SIC 35 Nonelectrical machinery

SIC	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Employment	Total Shipments ($Mil.)	% In Large Plants
3511	Turbines & turbine-generator set units	72	38	37,661	3,090.4	96
3519	Internal-combustion engines n.e.c.	115	66	79,141	8,759.4	97
3523	Farm machinery & equipment	851	241	132,218	10,256.7	80
3524	Lawn & garden equipment	118	52	31,027	1,564.7	91
3531	Construction machinery	463	210	139,833	14,860.8	92
3532	Mining machinery	252	86	40,782	2,437.7	81
3533	Oil-field machinery	311	124	56,279	4,569.7	86
3534	Elevators & moving stairways	140	41	17,034	566.8	74
3535	Conveyors & conveying equipment	363	101	37,564	2,263.2	69

DEFINITIONS—**SIC**:4-digit classification used by federal government. **Industry:** Classification by plant's primary product. A complete listing of full SIC industry titles and definitions is in the 1972 *Standard Industrial Classification Manual*, U.S. Government Printing Office, Washington, D.C.; price: $6.75. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **Shipments:** Dollar value of all goods produced. **% In Large Plants:** Share of dollar shipments produced in plants with 100+ employees. This is a rounded number; if the share is 99.5% or more, it shows as 100%. **Employment:** Number of persons employed in plants with 20+ employees. **N.e.c.:** Not elsewhere classified.

Chilton's Iron Age

Metalworking's ONLY 6-digit SIC Data Bank Marketing list

Updated semi-annually, the IRON AGE Data Bank of U.S. Metalworking now reports 6-digit marketing data on over 46,000 plant locations with nearly 1,500 SIC product code groups.

6-DIGIT SIC . . .
the *key* to pinpoint data selection
the *key* to precision marketing in metalworking

Use IRON AGE marketools to:

- classify customers and prospects
- locate new prospects and markets
- determine market potentials
- plan sales territories
- expand salesmen's call lists
- build selective direct mail lists
- classify inquiries and SIC interest
- measure sales performance
- plan new plant or warehouse locations
- design and select market survey samples
- plan and direct advertising and merchandising programs

Write for our free booklet,
"Iron Age's 6-digit SIC Manual of Metalworking Products".

The Iron Age Metalworking Data Bank.
All the tools you'll need to build a more profitable marketing program to U.S. Metalworking! For more information contact John H. Davis, Market Research Manager,
Iron Age, Chilton Way, Radnor, Pa. 19089. (215) 687-8200

Chilton's Iron Age
Chilton Way, Radnor, Pa. 19089

Circle No. 114 on Reader Service Card

1979 (S&MM Est.)

SIC	Industry	Number Of Plants		Employment	Total Shipments ($Mil.)	% In Large Plants
		Total Plants	Large Plants			
3536	Hoists, industrial cranes, & monorails	163	56	23,850	989.9	79
3537	Industrial trucks & tractors	290	95	48,513	2,269.2	81
3541	Metal-cutting machine tools	607	168	80,559	1,807.0	77
3542	Metal-forming machine tools	254	71	28,387	777.8	73
3544	Special dies, tools, jigs, & fixtures	2,213	227	119,383	2,765.3	37
3545	Machine-tool accessories	656	143	64,197	1,408.0	67
3546	Power-driven hand tools	74	44	26,836	830.6	95
3547	Rolling-mill machinery	40	20	8,707	354.1	90
3549	Metalworking machinery n.e.c.	188	53	21,434	640.0	72
3551	Food-products machinery	497	147	51,258	2,858.9	71
3552	Textile machinery	361	85	41,393	1,320.5	72
3553	Woodworking machinery	163	38	13,840	1,625.1	62
3554	Paper-industries machinery	146	50	19,673	1,314.6	78
3555	Printing-trades machinery	273	76	29,451	2,124.1	73
3559	Special-industry machinery n.e.c.	849	224	94,603	6,767.2	73
3561	Pumps & pumping equipment	441	169	68,977	2,663.9	83
3562	Ball & roller bearings	157	88	62,864	1,935.5	95
3563	Air & gas compressors	115	57	32,395	1,351.4	92
3564	Blowers & exhaust & ventilation fans	313	101	35,363	1,122.6	75
3565	Industrial patterns	161	13	7,298	248.2	23
3566	Speed changers, drives, & gears	135	53	25,003	913.4	85
3567	Industrial-process furnaces & ovens	233	57	21,979	508.4	66
3568	Power-transmission equipment n.e.c.	260	104	43,382	1,148.0	84
3569	General industrial machinery n.e.c.	687	178	74,626	1,940.7	70
3572	Typewriters	16	11	18,093	1,560.5	99
3573	Electronic computing equipment	474	260	207,194	17,067.8	95
3574	Calculating & accounting machines	61	34	21,976	1,579.5	94
3576	Scales & balances, except laboratory	66	21	9,744	549.3	80
3579	Office machines n.e.c.	155	67	32,865	1,132.0	89
3581	Automatic merchandising machines	58	26	11,770	641.2	86
3582	Commercial laundry equipment	73	18	6,235	348.4	63
3585	Refrigeration & heating equipment	532	221	126,707	14,075.9	89
3586	Measuring & dispensing pumps	24	11	4,781	575.4	91
3589	Service-industry machinery n.e.c.	359	100	39,027	2,776.8	71
3592	Carburetors, pistons, rings, & valves	86	38	29,849	2,165.2	93
3599	Machinery, except electrical, n.e.c.	3,089	262	169,257	10,268.1	37

SIC 36 Electrical & electronics

3612	Transformers	280	120	66,039	2,650.9	89
3613	Switchgear & switchboard apparatus	412	167	80,668	4,345.4	87
3621	Motors & generators	416	227	117,197	4,675.3	93
3622	Industrial controls	425	159	77,681	3,028.7	85
3623	Electric welding apparatus	136	50	20,932	1,462.3	83
3624	Carbon & graphite products	59	32	15,122	885.3	92
3629	Electrical industrial apparatus n.e.c.	151	52	18,520	816.9	77
3631	Household cooking equipment	75	52	37,600	1,774.5	97
3632	Household refrigerators & freezers	37	23	31,316	2,716.2	98
3633	Household laundry equipment	23	18	22,842	1,910.1	99
3634	Electric housewares & fans	191	126	52,096	2,655.1	95
3635	Household vacuum cleaners	27	16	10,829	673.6	96
3636	Sewing machines	41	13	8,220	322.6	86
3639	Household appliances n.e.c.	56	29	14,355	1,254.4	92
3641	Electric lamps	97	65	32,785	1,802.9	95
3643	Current-carrying wiring devices	363	184	70,457	1,949.0	88
3644	Non-current-carrying wiring devices	126	50	22,418	1,529.6	84
3645	Residential electric lighting fixtures	235	77	24,125	1,046.4	71
3646	Commercial electric lighting fixtures	133	46	16,913	985.4	78
3647	Vehicular lighting equipment	30	17	11,591	995.2	95
3648	Lighting equipment n.e.c.	186	66	22,792	491.8	74
3651	Radio & TV receiving sets	276	141	91,873	5,955.1	94
3652	Phonograph records & pre-recorded tape	123	34	18,783	822.4	79

DEFINITIONS—**SIC**:4-digit classification used by federal government. **Industry**: Classification by plant's primary product. A complete listing of full SIC industry titles and definitions is in the 1972 *Standard Industrial Classification Manual*, U.S. Government Printing Office, Washington, D.C., price $6.75. **Total Plants**: 20+ employees. **Large Plants**: 100+ employees. **Shipments**: Dollar value of all goods produced. **% In Large Plants**: Share of dollar shipments produced in plants with 100+ employees. This is a rounded number; if the share is 99.5% or more, it shows as 100%. **Employment**: Number of persons employed in plants with 20+ employees. **N.e.c.**: Not elsewhere classified.

1979 (S&MM Est.)

SIC	Industry	Number Of Plants		Employment	Total Shipments ($Mil.)	% In Large Plants
		Total Plants	Large Plants			
3661	Telephone & telegraph apparatus	215	121	159,196	8,679.4	97
3662	Radio & TV communication equipment	1,091	466	280,388	19,516.0	90
3671	Receiving-type electron tubes	26	14	10,865	1,673.4	96
3672	Cathode-ray TV picture tubes	25	17	18,783	727.7	98
3673	Transmitting electron tubes	45	26	11,983	706.1	92
3674	Semiconductors & related devices	260	136	101,780	4,932.0	95
3675	Electronic capacitors	73	50	18,599	778.5	94
3676	Electronic resistors	54	32	14,216	511.8	93
3677	Electronic coils & transformers	175	66	17,436	542.1	70
3678	Electronic connectors	111	47	21,138	1,230.5	88
3679	Electronic components n.e.c.	1,502	555	228,000	4,575.6	81
3691	Storage batteries	145	82	30,070	2,153.4	91
3692	Dry & wet primary batteries	47	28	12,816	709.4	94
3693	X-ray apparatus & tubes	83	34	16,139	1,977.5	88
3694	Engine electrical equipment	198	96	74,688	3,931.6	94
3699	Electrical equipment & supplies n.e.c.	201	55	20,141	721.8	66

SIC 37 Transportation equipment

3711	Motor vehicles & passenger-car bodies	160	107	342,314	79,239.2	99
3713	Truck & bus bodies	420	115	74,543	3,458.3	83
3714	Motor-vehicle parts & accessories	1,228	599	432,749	31,090.8	94
3715	Truck trailers	221	78	29,276	1,966.1	80
3721	Aircraft	104	74	199,160	18,055.5	99
3724	Aircraft engines & engine parts	154	77	91,200	8,470.6	96
3728	Aircraft equipment n.e.c.	567	223	113,835	6,169.4	87
3731	Ship building & repairing	292	150	148,268	6,628.4	95
3732	Boat building & repairing	501	123	47,023	2,259.9	65
3743	Railroad equipment	167	83	61,822	5,218.4	93
3751	Motorcycles, bicycles, & parts	67	28	17,563	1,148.9	91
3761	Guided missiles & space vehicles	41	33	83,841	6,553.2	99
3764	Space-propulsion units & parts	12	8	6,191	1,145.4	97
3769	Space-vehicle equipment n.e.c.	31	19	7,838	791.5	94
3792	Travel trailers & campers	361	129	42,390	2,057.1	74
3795	Tanks & tank components	10	6	4,340	957.1	95
3799	Transportation equipment n.e.c.	130	30	12,620	715.2	66

SIC 38 Instruments

3811	Engineering & scientific instruments	462	169	60,982	2,278.6	81
3822	Environmental controls	161	68	43,602	1,638.6	90
3823	Industrial process-control instruments	241	75	44,798	2,033.2	84
3824	Fluid meters & counting devices	71	31	13,110	655.3	88
3825	Electricity-measuring instruments	379	165	77,032	2,913.4	87
3829	Measuring & controlling devices n.e.c.	321	114	40,327	1,058.3	77
3832	Optical instruments & lenses	242	66	28,713	1,263.8	75
3841	Surgical & medical instruments	292	128	51,864	2,149.4	86
3842	Surgical appliances & supplies	388	125	58,026	3,232.6	80
3843	Dental equipment & supplies	167	40	16,494	936.5	70
3851	Ophthalmic goods	293	83	34,387	800.3	75
3861	Photographic equipment & supplies	395	126	88,303	11,182.5	86
3873	Watches, clocks, & watchcases	116	62	33,197	1,356.2	93

SIC 39 Misc. manufacturing

3911	Precious-metal jewelry	381	79	33,741	2,460.1	61
3914	Silverware & plated & stainless ware	82	28	13,572	535.0	85
3915	Jewelers' materials & lapidary work	83	13	6,996	849.2	54
3931	Musical instruments & parts	167	74	28,461	1,139.8	86
3942	Dolls & stuffed toy animals	83	25	7,439	394.1	66
3944	Games, toys, & children's vehicles	279	126	64,208	3,317.2	90
3949	Sporting & athletic goods n.e.c.	570	168	61,633	2,888.9	72
3951	Pens & mechanical pencils	85	36	14,180	791.9	84
3952	Lead pencils & art goods	66	26	7,611	329.5	76
3953	Marking devices	159	13	9,131	291.9	40
3955	Carbon paper & inked ribbons	58	22	7,200	413.4	77
3961	Costume jewelry	269	71	25,064	939.8	65
3962	Artificial flowers	91	9	6,144	213.9	39
3963	Buttons	68	12	3,991	115.4	44
3964	Needles, pins, & fasteners	140	52	18,742	814.5	78
3991	Brooms & brushes	222	58	21,052	796.4	66
3993	Signs & advertising displays	898	108	51,344	2,069.6	38
3995	Burial caskets	213	32	14,733	607.7	52
3996	Hard-surface floor coverings n.e.c.	21	12	8,220	691.6	95
3999	Manufactures n.e.c.	775	149	62,651	3,165.5	58

How do you sell the world's biggest-$531 billion-market?*

Government Product News

Simple. Advertise to the buyers and specifiers in cities, states, and federal agencies.

We'll help you get started . . . promoting your products to the world's most lucrative market. Selling to government is no more difficult than selling to industry, once you know how.

Some 600 GPN advertisers enjoy profitable government business. More than $1 billion is spent daily by all levels of government. Can you afford to ignore this opportunity to increase your sales substantially?

The *only* publication big enough to reach the total market! Advertisers reach 89,000 government officials who plan, specify and buy for government. Government Product News produces more than 350,000 quality sales leads each year.

If any of the product categories below are yours, you could be making sales now . . .

- Audiovisual
- Automotive
- Clothing
- Lighting
- Maintenance
- Materials Handling
- Communications
- Computers
- Construction
- Environmental Control
- Fire & Law Enforcement
- Food Service
- Furniture
- Grounds Maintenance
- Heavy Equipment
- Highway
- ID Systems
- Micrographics
- Office Equipment
- Office Supplies
- Parks & Recreation
- Records Keeping
- Safety
- Sanitation
- Tools
- Traffic Control
- Transportation
- Utilities
- Water, Wastewater
- Word Processing

Let us show you! Send for our free booklet, "Selling to the Government Market: Local, State & Federal." It includes advice from a government purchasing expert to help you enter the market. For your copy and a GPN media kit, write to John Allen, National Sales Manager, Government Product News, **or call him collect at (216) 696-0300.**

*Source: Bureau of Census *Governmental Finances*, expenditures for goods and services.

Government Product News
A Penton/IPC Publication
614 Superior Avenue, West,
Cleveland, Ohio 44113 (216) 696-0300

VBPA ABP
mcc

Yes, I'm interested. Write or call me immediately. **S&MM 4/80**

name/title ______________________

company ______________________

address ______________________

city ____________ state ____________ zip ______

phone ____________ area code ____________ ext ______

product or service ______________________

For convenience, attach your business card.

10 Reasons Why You Should Receive Your Own Personal Copy Of

S&MM

SALES & MARKETING MANAGEMENT

1 You can depend on S&MM's experienced market analysts to help you develop a keen eye for **new product** and **market trends.** S&MM will tip you off early to changes in buying patterns—predict new selling opportunities with uncanny accuracy.

2 You can consult S&MM for the latest methods other top firms are using to motivate their salesmen. S&MM has all the details on the new **premium, incentive** and **compensation** setups that are sparking record performances in both large and small operations.

3 You can rely on S&MM to keep you in touch with proven authorities on industrial **advertising** and **promotion**—to be always up-to-the-minute with the latest **packaging** and merchandising ideas.

4 You'll maintain an open line to the leading specialists in **management development.** Time and again, S&MM will help you save time, trouble and money in spotting, interviewing and training others.

5 Because S&MM communicates with the top sales and marketing personalities from all over the world, you'll get the inside story on today's most successful marketing campaigns—plus the scoop on the ones that really flopped.

6 You can bet on S&MM to give you vital **market data** and statistics you need to pinpoint your marketing efforts. Whether it's the median EBI in Muskegon—the cost of a sales call in Phoenix—or the potential market for your product anywhere in the country, S&MM has got the answers.

(Many sales execs won't make a major move without consulting S&MM first. Literally thousands of marketing men depend on us to help them map their selling strategies on local, regional and national levels.)

7 S&MM is a virtual clearing house for personal success ideas. Each issue gives good, solid advice on how to keep in top emotional and physical trim—how to hone your high-level management skills—how to improve your leadership.

8 Think of S&MM as your own personal think tank. But eminently practical too. You'll find specific, proven methods for cutting **sales costs**—setting up a **budget**—developing a **catalog**—adding impact to a **sales meeting**—using **direct mail** more effectively.

9 Sales & marketing executives have discovered that S&MM tackles the most challenging, many-sided issues as well. Our in-depth research into subjects such as "Marketing Through the Outside Sales Force", "Service Management" and "Sales Compensation" are industry standards.

10 But you're not "all work and no play" and S&MM makes a special effort to charm and entertain as well as inform. It keeps you up to date on the best in restaurants across the country and gives you a "jaundiced" eye on sales problems and much, much more.

S&MM
SALES & MARKETING MANAGEMENT

. . . is the only magazine written by sales & marketing pros for sales & marketing pros.

To begin your personal subscription simply fill in and return the S&MM Reply Card in this issue or write or phone:

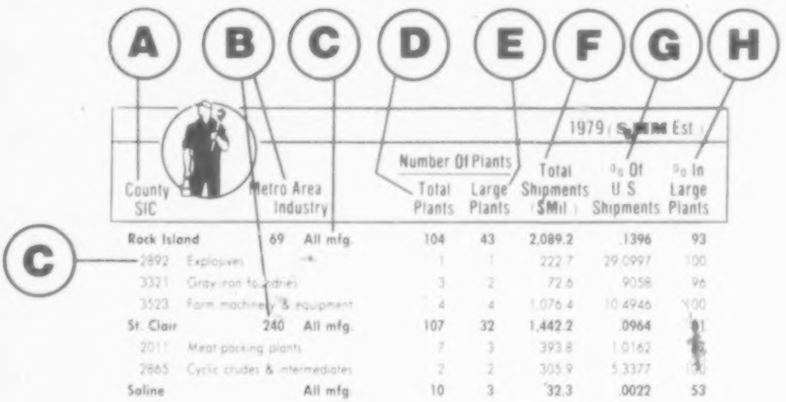
Sales & Marketing Management/633 Third Ave./New York, NY 10017/(212) 986-4800

Alphabetical listing of S&MM's 300 metropolitan markets

Area Code	Metro Area Name
1	Abilene, Texas
2	Akron, Ohio
3	Albany, Ga.
4	Albany - Schenectady - Troy, N.Y.
5	Albuquerque, N.M.
6	Alexandria, La.
7	Allentown - Bethlehem - Easton, Pa.
8	Altoona, Pa.
9	Amarillo, Texas
10	Anaheim - Santa Ana - Garden Grove, Calif.
11	Anchorage, Alaska
12	Anderson, Ind.
13	△ Anderson, S.C.
14	Ann Arbor, Mich.
15	Anniston, Ala.
16	Appleton - Oshkosh, Wisc.
17	Asheville, N.C.
18	△ Athens, Ga.
19	Atlanta, Ga.
20	Atlantic City, N.J.
21	Augusta, Ga.
22	Austin, Texas
23	Bakersfield, Calif.
24	Baltimore, Md.
25	△ Bangor, Maine
26	Baton Rouge, La.
27	Battle Creek, Mich.
28	Bay City, Mich.
29	Beaumont - Port Arthur - Orange, Texas
30	△ Benton Harbor - St. Joseph, Mich.
31	Billings, Mont.
32	Biloxi - Gulfport, Miss.
33	Binghamton, N.Y.
34	Birmingham, Ala.
35	Bismarck, N.D.
36	Bloomington - Normal, Ill.
37	Bloomington, Ind.
38	Boise, Idaho
39	Boston - Lowell - Brockton - Lawrence - Haverhill, Mass.
40	Bradenton, Fla.
41	△ Bremerton, Wash.
42	Bridgeport - Stamford - Norwalk - Danbury, Conn.
43	Brownsville - Harlingen - San Benito, Texas
44	Bryan - College Station, Texas
45	Buffalo, N.Y.
46	Burlington, N.C.
47	△ Burlington, Vt.
48	Canton, Ohio
49	Cedar Rapids, Iowa
50	Champaign - Urbana - Rantoul, Ill.
51	Charleston - North Charleston, S.C.
52	Charleston, W.Va.
53	Charlotte - Gastonia, N.C.
54	Chattanooga, Tenn.
55	△ Cheyenne, Wyo.
56	Chicago, Ill.
57	Cincinnati, Ohio
58	Clarksville - Hopkinsville, Tenn.-Ky.
59	Cleveland, Ohio
60	Colorado Springs, Colo.
61	Columbia, Mo.
62	Columbia, S.C.
63	Columbus, Ga.
64	Columbus, Ohio
65	Corpus Christi, Texas
66	Dallas - Fort Worth, Texas
67	△ Danville, Ill.
68	△ Danville, Va.
69	Davenport - Rock Island - Moline, Iowa-Ill.
70	Dayton, Ohio
71	Daytona Beach, Fla.
72	Decatur, Ill.
73	Denver - Boulder, Colo
74	Des Moines, Iowa
75	Detroit, Mich.
76	Dubuque, Iowa
77	Duluth - Superior, Minn.-Wisc.
78	Eau Claire, Wisc.
79	Elkhart, Ind.
80	Elmira, N.Y.
81	El Paso, Texas
82	Enid, Okla.
83	Erie, Pa.
84	Eugene - Springfield, Ore.
85	Evansville, Ind.
86	Fargo - Moorhead, N.D.-Minn.
87	Fayetteville - Springdale, Ark.
88	Fayetteville, N.C.
89	Flint, Mich.
90	Florence, Ala.
91	Fort Collins, Colo.
92	Fort Lauderdale - Hollywood, Fla.
93	Fort Myers - Cape Coral, Fla.
94	Fort Smith, Ark.
95	Fort Wayne, Ind.
96	Fresno, Calif.
97	Gadsden, Ala.
98	Gainesville, Fla.
99	Galveston - Texas City, Texas
100	Gary - Hammond - East Chicago, Ind.
101	Grand Forks, N.D.
102	Grand Rapids, Mich.
103	Great Falls, Mont.
104	Greeley, Colo.
105	Green Bay, Wisc.
106	Greensboro - Winston-Salem - High Point, N.C.
107	Greenville - Spartanburg, S.C.
108	△ Hagerstown, Md.
109	Hamilton - Middletown, Ohio
110	Harrisburg, Pa.
111	Hartford - New Britain - Bristol, Conn.
112	△ Hattiesburg, Miss.
113	Honolulu, Hawaii
114	Houston, Texas
115	Huntington - Ashland, W.Va.-Ky.
116	Huntsville, Ala.
117	Indianapolis, Ind.
118	Iowa City, Iowa
119	Jackson, Mich.
120	Jackson, Miss.
121	△ Jackson, Tenn.
122	Jacksonville, Fla.
123	△ Jamestown, N.Y.
124	Janesville - Beloit, Wisc.
125	Jersey City, N.J.
126	Johnson City - Kingsport - Bristol, Tenn.
127	Johnstown, Pa.
128	△ Joplin, Mo.
129	Kalamazoo - Portage, Mich.
130	Kankakee, Ill.
131	△ Kannapolis - Concord - Salisbury, N.C.
132	Kansas City, Mo.
133	Kenosha, Wisc.
134	Killeen - Temple, Texas
135	Knoxville, Tenn.
136	Kokomo, Ind.
137	La Crosse, Wisc.
138	Lafayette - West Lafayette, Ind.
139	Lafayette, La.
140	Lake Charles, La.
141	Lakeland - Winter Haven, Fla.
142	Lancaster, Pa.
143	Lansing - East Lansing, Mich.
144	Laredo, Texas
145	Las Cruces, N.M.
146	Las Vegas, Nev.
147	Lawrence, Kansas
148	Lawton, Okla.
149	Lewiston - Auburn, Maine
150	Lexington-Fayette, Ky.
151	Lima, Ohio
152	Lincoln, Neb.
153	Little Rock - North Little Rock, Ark.
154	Long Branch - Asbury Park, N.J.
155	Longview - Marshall, Texas
156	Lorain - Elyria, Ohio
157	Los Angeles - Long Beach, Calif.
158	Louisville, Ky.
159	Lubbock, Texas
160	Lynchburg, Va.
161	McAllen - Pharr - Edinburg, Texas
162	Macon, Ga.
163	Madison, Wisc.
164	Manchester - Nashua, N.H.
165	△ Manitowoc - Two Rivers, Wisc.
166	Mansfield, Ohio
167	△ Marion, Ind.
168	Melbourne - Titusville - Cocoa, Fla.
169	Memphis, Tenn.
170	△ Meridian, Miss.
171	Miami, Fla.
172	△ Michigan City - La Porte, Ind.
173	Midland, Texas
174	Milwaukee, Wisc.
175	Minneapolis - St. Paul, Minn.
176	△ Missoula, Mont.
177	Mobile, Ala.
178	Modesto, Calif.
179	Monroe, La.
180	Montgomery, Ala.
181	Muncie, Ind.
182	Muskegon - Norton Shores - Muskegon Heights, Mich.
183	Nashville-Davidson, Tenn.
184	Nassau - Suffolk, N.Y.
185	Newark, N.J.
186	△ Newark, Ohio
187	New Bedford - Fall River, Mass.
188	New Brunswick - Perth Amboy - Sayreville, N.J.
189	△ Newburgh - Middletown, N.Y.
190	New Haven - West Haven - Waterbury - Meriden, Conn.
191	New London - Norwich, Conn.
192	New Orleans, La.
193	Newport News - Hampton, Va.
194	New York, N.Y.
195	Norfolk - Virginia Beach - Portsmouth, Va.
196	Northeast Pennsylvania
197	Odessa, Texas
198	Oklahoma City, Okla.
199	△ Olympia, Wash.
200	Omaha, Neb.
201	Orlando, Fla.
202	Owensboro, Ky.
203	Oxnard - Simi Valley - Ventura, Calif.
204	Panama City, Fla.
205	Parkersburg - Marietta, W.Va.-Ohio
206	Pascagoula - Moss Point, Miss.
207	Paterson - Clifton - Passaic, N.J.
208	Pensacola, Fla.
209	Peoria, Ill.
210	Petersburg - Colonial Heights - Hopewell, Va.
211	Philadelphia, Pa.
212	Phoenix, Ariz.
213	Pine Bluff, Ark.
214	Pittsburgh, Pa.
215	Pittsfield, Mass.
216	△ Pocatello, Idaho
217	Portland, Maine
218	Portland, Ore.
219	Poughkeepsie, N.Y.
220	Providence - Warwick - Pawtucket, R.I.
221	Provo - Orem, Utah
222	Pueblo, Colo.
223	△ Quincy, Ill.
224	Racine, Wisc.
225	Raleigh - Durham, N.C.
226	Rapid City, S.D.
227	Reading, Pa.
228	Reno, Nev.
229	Richland - Kennewick - Pasco, Wash.
230	Richmond, Va.
231	Riverside - San Bernardino - Ontario, Calif.
232	Roanoke, Va.
233	Rochester, Minn.
234	Rochester, N.Y.
235	Rockford, Ill.
236	Sacramento, Calif.
237	Saginaw, Mich.
238	St. Cloud, Minn.
239	St. Joseph, Mo.
240	St. Louis, Mo.
241	Salem, Ore.
242	Salinas - Seaside - Monterey, Calif.
243	Salt Lake City - Ogden, Utah
244	San Angelo, Texas
245	San Antonio, Texas
246	San Diego, Calif.
247	San Francisco - Oakland, Calif.
248	San Jose, Calif.
249	Santa Barbara - Santa Maria - Lompoc, Calif.
250	Santa Cruz, Calif.
251	△ Santa Fe, N.M.
252	Santa Rosa, Calif.
253	Sarasota, Fla.
254	Savannah, Ga.
255	Seattle - Everett, Wash.
256	△ Sheboygan, Wisc.
257	Sherman - Denison, Texas
258	Shreveport, La.
259	Sioux City, Iowa
260	Sioux Falls, S.D.
261	South Bend, Ind.
262	Spokane, Wash.
263	Springfield, Ill.
264	Springfield - Chicopee - Holyoke, Mass.
265	Springfield, Mo.
266	Springfield, Ohio
267	Steubenville - Weirton, Ohio-W.Va.
268	Stockton, Calif.
269	Syracuse, N.Y.
270	Tacoma, Wash.
271	Tallahassee, Fla.
272	Tampa - St. Petersburg, Fla.
273	Terre Haute, Ind.
274	Texarkana, Texas-Ark.
275	Toledo, Ohio
276	Topeka, Kansas
277	Trenton, N.J.
278	Tucson, Ariz.
279	Tulsa, Okla.
280	Tuscaloosa, Ala.
281	Tyler, Texas
282	Utica - Rome, N.Y.
283	Vallejo - Fairfield - Napa, Calif.
284	△ Victoria, Texas
285	Vineland - Millville - Bridgeton, N.J.
286	Waco, Texas
287	Washington, D.C.
288	Waterloo - Cedar Falls, Iowa
289	△ Wausau, Wisc.
290	West Palm Beach - Boca Raton, Fla.
291	Wheeling, W.Va.
292	Wichita, Kansas
293	Wichita Falls, Texas
294	Williamsport, Pa.
295	Wilmington, Del.
296	Wilmington, N.C.
297	Worcester - Fitchburg - Leominster, Mass.
298	Yakima, Wash.
299	York, Pa.
300	Youngstown - Warren, Ohio

ΔPotential metropolitan area according to S&MM's definition.

Guide to using S&MM's Survey of Industrial Purchasing Power



County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.): Total Shipments ($Mil.)	1979 (S&MM Est.): % Of U.S. Shipments	1979 (S&MM Est.): % In Large Plants
Rock Island	**69**	**All mfg.**	**104**	**43**	**2,089.2**	**.1396**	**93**
2892	Explosives		1	1	222.7	29.0997	100
3321	Gray-iron foundries		3	2	72.6	.9058	96
3523	Farm machinery & equipment		4	4	1,076.4	10.4946	100
St. Clair	**240**	**All mfg.**	**107**	**32**	**1,442.2**	**.0964**	[illegible]
2011	Meat packing plants		7	3	393.8	1.0162	[illegible]
2865	Cyclic crudes & intermediates		2	2	305.9	5.3377	[illegible]
Saline		**All mfg.**	**10**	**3**	**32.3**	**.0022**	**53**

(A) All the 2,843 counties with at least one manufacturing establishment of 20 or more employees are included, listed alphabetically by state. In each county, individual industries whose establishments have an aggregate employment of 1,000 or more are listed. These industries are at the 4-digit level of the Standard Industrial Classification (SIC) system used by the federal government. See page 25 for a discussion of SIC.

(B) When a county is a part of a metropolitan area, we indicate it with a numerical code that refers to the 300 S&MM-designated metropolitan markets. To find out in which metropolitan area a county is included, consult the alphabetical listing of metro markets on page 35.

(C) The "All mfg." line that appears in boldface type refers to the overall totals for all the manufacturing plants in the county with 20 or more employees. The names of the 4-digit SIC industries appear in lightface type. A complete listing of all SIC-coded industry titles is in the 1972 *Standard Industrial Classification Manual* (U.S. Government Printing Office, Washington, DC 20402; price: $6.75). A 1977 *Supplement*, embodying minor revisions, is available from the same source for 90¢. However, the *Survey* has a few more 4-digit industries than shown in the *Manual* because we have retained certain industries that were merged by the government into catchall groups.

(D) This is the total number of manufacturing plants with at least 20 employees.

(E) Because of the economies of scale, large plants (100 or more employees) account for a greater share of a county's manufacturing activity than is indicated by their numbers. Hence, a separate total of such establishments is provided. They can be considered key selling prospects—the ones that merit special emphasis.

(F) This is the dollar value of all goods produced by the manufacturing type establishments. It is a reliable indicator of the county's buying potential because, overall, 58% of the dollar amount is expended on equipment, supplies, and materials (an additional 4% goes for new capital expenditures). However, the ratio will differ from industry to industry; an industry's particular ratio can be obtained from the 1977 *Census of Manufactures* report, *Selected Statistics for Industry Groups and Industries: 1977 and 1972*, MC77-S-1(P), available from Subscriber Services (Publications), Bureau of the Census, Washington, DC 20233, for 35¢. The shipments figure includes interplant shipments between establishments of a common ownership; however, they make up a very small share of the overall total. Also, where a 4-digit SIC industry is concerned, if a plant produces goods that fall into more than one classification, all its output is credited to the "primary" industry that describes the largest share of its output.

(G) The county's "All mfg." share of U.S. shipments indicates its importance relative to other counties. The comparable ratio is provided for 4-digit industries, making it easier for the marketing executive to determine those counties that are the most important markets for his products. However, bear in mind that the percentage figure in boldface type pertains to a county's share of total U.S. shipments, the percentage figure in lightface type to the county's share of the U.S. total of a particular industry. Thus the lightface percentages, when totalled, will not add up to the boldface percentage figure.

(H) The portion of a county's manufacturing output produced by the large plants will suggest the necessary level of sales coverage. Normally, the higher the percentage figure, the fewer salespeople required because proportionately fewer prospects will account for relatively more of the purchases.

1980 Survey county-by-county totals

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
ALABAMA							
Autauga	180	**All mfg.**	10	6	171.7	.0115	97
Baldwin	177	**All mfg.**	38	9	208.3	.0139	57
Barbour		**All mfg.**	27	12	117.6	.0079	70
Bibb		**All mfg.**	14	5	60.3	.0040	70
Blount		**All mfg.**	9	5	67.5	.0045	82
Bullock		**All mfg.**	7	5	66.8	.0045	88
Butler		**All mfg.**	23	11	158.5	.0106	69
Calhoun	15	**All mfg.**	73	32	568.7	.0380	79
2281		Yarn-spinning mills, except wool	3	3	45.9	1.1583	100
Chambers		**All mfg.**	16	12	331.6	.0222	97
2211		Cotton-weaving mills	6	6	152.3	3.3748	100
Cherokee		**All mfg.**	10	6	49.8	.0033	83
Chilton		**All mfg.**	10	5	49.3	.0033	74
Choctaw		**All mfg.**	11	6	297.2	.0199	97
Clarke		**All mfg.**	17	9	194.1	.0130	73
Clay		**All mfg.**	14	8	117.1	.0078	75
Cleburne		**All mfg.**	7	4	45.4	.0030	91
Coffee		**All mfg.**	22	9	225.1	.0150	79
Colbert	90	**All mfg.**	41	17	1,550.8	.1036	97
3334		Primary aluminum	1	1	241.3	3.9820	100
3353		Aluminum sheet, plate, & foil	1	1	875.1	12.0345	100
3361		Aluminum foundries	2	2	90.9	2.8272	100
Conecuh		**All mfg.**	7	3	45.7	.0031	65
Coosa		**All mfg.**	9	3	40.7	.0027	53
Covington		**All mfg.**	27	14	215.9	.0144	82
2321		Men's & boys' shirts & nightwear	3	3	49.6	1.4686	100
Crenshaw		**All mfg.**	13	3	88.6	.0059	71
Cullman		**All mfg.**	31	15	325.2	.0217	84
Dale		**All mfg.**	17	6	254.2	.0170	82
3011		Tires & inner tubes	1	1	139.9	1.2971	100
Dallas		**All mfg.**	39	17	394.4	.0264	80
De Kalb		**All mfg.**	50	21	190.3	.0127	78
2252		Hosiery n.e.c.	16	4	28.3	3.0313	53
Elmore	180	**All mfg.**	12	5	104.6	.0070	81
2211		Cotton-weaving mills	2	2	52.3	1.1589	100
Escambia		**All mfg.**	20	8	261.8	.0175	82
Etowah	97	**All mfg.**	58	23	1,105.4	.0739	91
3011		Tires & inner tubes	1	1	326.2	3.0266	100
3312		Blast furnaces & steel mills	1	1	327.8	.6507	100
Fayette		**All mfg.**	22	10	161.6	.0108	77
Franklin		**All mfg.**	21	10	119.3	.0080	75
Geneva		**All mfg.**	17	10	89.7	.0060	81
2321		Men's & boys' shirts & nightwear	6	6	35.2	1.0422	100
Greene		**All mfg.**	3	2	10.9	.0007	80
Hale		**All mfg.**	13	2	58.6	.0039	49
Henry		**All mfg.**	16	4	105.7	.0071	40
Houston		**All mfg.**	44	25	429.6	.0287	85
3069		Fabricated rubber products n.e.c.	1	1	39.9	.7867	100
Jackson		**All mfg.**	34	17	359.0	.0240	88
Jefferson	34	**All mfg.**	439	152	4,462.8	.2982	80
2051		Bread, cake, & related products	8	4	59.6	.6087	81
2086		Bottled & canned soft drinks	6	5	95.7	.9715	98
2099		Food preparations n.e.c.	9	2	89.6	1.3112	70
2752		Lithographic commercial printing	18	3	88.1	1.1026	47
3241		Hydraulic cement	6	5	173.8	4.6537	97
3312		Blast furnaces & steel mills	9	9	847.9	1.6831	100
3321		Gray-iron foundries	16	8	315.9	3.9415	93
3325		Steel foundries n.e.c.	9	4	43.9	1.7483	79
3441		Fabricated structural metal	16	5	97.4	1.5806	72
3443		Fabricated plate work (boiler shops)	16	7	115.2	1.3820	78
3494		Valves & pipe fittings	5	3	75.6	1.3462	93
3721		Aircraft	1	1	90.7	.5023	100
3743		Railroad equipment	3	1	199.6	3.7672	97
Lamar		**All mfg.**	15	11	103.2	.0069	84
2327		Men's & boys' separate trousers	6	6	45.6	2.0191	100
Lauderdale	90	**All mfg.**	30	15	236.7	.0158	83
Lawrence		**All mfg.**	8	8	132.0	.0088	95
Lee		**All mfg.**	37	12	439.3	.0294	84
2211		Cotton-weaving mills	2	2	41.4	.9174	100
3011		Tires & inner tubes	1	1	163.0	1.5124	100
Limestone	116	**All mfg.**	17	13	172.4	.0115	91
Lowndes		**All mfg.**	6	2	25.8	.0017	58
Marion		**All mfg.**	3	3	243.9	.0163	100
* **Madison**	116	**All mfg.**	110	42	1,400.1	.0936	86
2211		Cotton-weaving mills	1	1	32.2	.7135	100
3443		Fabricated plate work (boiler shops)	3	3	87.6	1.0509	100

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area Industry	1979 (S&MM Est.) Number Of Plants Total Plants	 Large Plants	 Total Shipments ($Mil.)	 % Of U.S. Shipments	 % In Large Plants
ALABAMA (Madison, cont.)						
3661	Telephone & telegraph apparatus	3	1	169.2	1.9494	97
3662	Radio & TV communication equipment	5	4	112.6	.5770	94
3679	Electronic components n.e.c.	6	3	46.2	1.0097	91
Marengo	**All mfg.**	**17**	**5**	**147.9**	**.0099**	**70**
Marion	**All mfg.**	**23**	**16**	**234.3**	**.0157**	**92**
Marshall	**116 All mfg.**	**52**	**25**	**783.6**	**.0524**	**75**
2016	Poultry-dressing plants	5	5	206.1	3.2195	100
2328	Men's & boys' work clothing	3	2	42.2	1.2065	97
2821	Plastics materials & synthetic resins	1	1	181.2	1.4789	100
Mobile	**177 All mfg.**	**162**	**52**	**2,220.7**	**.1484**	**77**
2621	Paper mills, except building paper	2	2	451.9	2.9846	100
2819	Industrial inorganic chemicals n.e.c.	6	4	149.3	1.6495	93
3443	Fabricated plate work (boiler shops)	7	4	76.6	.9190	89
3731	Ship building & repairing	7	2	138.5	2.0895	91
Monroe	**All mfg.**	**16**	**7**	**204.3**	**.0137**	**82**
Montgomery	**180 All mfg.**	**116**	**53**	**942.5**	**.0630**	**78**
Morgan	**All mfg.**	**71**	**25**	**1,504.0**	**.1005**	**89**
2821	Plastics materials & synthetic resins	1	1	151.0	1.2324	100
2824	Noncellulosic synthetic organic fibers	1	1	219.0	3.0028	100
Perry	**All mfg.**	**6**	**4**	**40.1**	**.0027**	**71**
Pickens	**All mfg.**	**15**	**5**	**97.8**	**.0065**	**72**
Pike	**All mfg.**	**26**	**7**	**156.8**	**.0105**	**37**
Randolph	**All mfg.**	**16**	**8**	**79.9**	**.0053**	**74**
Russell	**63 All mfg.**	**21**	**6**	**150.9**	**.0101**	**72**
2211	Cotton-weaving mills	3	3	40.0	.8864	100
St. Clair	**34 All mfg.**	**22**	**6**	**115.9**	**.0077**	**53**
Shelby	**34 All mfg.**	**53**	**15**	**253.4**	**.0169**	**58**
Sumter	**All mfg.**	**14**	**6**	**88.7**	**.0059**	**74**
Talladega	**All mfg.**	**47**	**23**	**548.2**	**.0366**	**88**
2281	Yarn-spinning mills, except wool	8	8	93.9	2.3696	100
2611	Pulp mills	1	1	160.4	6.0659	100
Tallapoosa	**All mfg.**	**28**	**14**	**227.5**	**.0152**	**75**
2211	Cotton-weaving mills	4	4	49.7	1.1013	100
Tuscaloosa	**280 All mfg.**	**57**	**16**	**705.8**	**.0472**	**80**
3011	Tires & inner tubes	1	1	186.4	1.7295	100
3321	Gray-iron foundries	1	1	72.9	.9096	100
Walker	**34 All mfg.**	**33**	**9**	**248.2**	**.0166**	**48**
Washington	**All mfg.**	**10**	**4**	**299.7**	**.0200**	**95**
2879	Agricultural chemicals n.e.c.	1	1	212.6	6.4851	100
Wilcox	**All mfg.**	**15**	**4**	**207.1**	**.0138**	**83**
2621	Paper mills, except building paper	1	1	157.6	1.0409	100
Winston	**All mfg.**	**44**	**15**	**247.8**	**.0166**	**70**
2451	Mobile homes	10	4	78.6	2.2909	69
State Total	**All mfg.**	**2,331**	**939**	**25,362.3**	**1.6949**	**82**
ARIZONA						
Apache	**All mfg.**	**6**	**3**	**64.1**	**.0043**	**85**
Cochise	**All mfg.**	**17**	**6**	**187.7**	**.0125**	**82**
Coconino	**All mfg.**	**22**	**3**	**107.8**	**.0072**	**44**
Gila	**All mfg.**	**6**	**3**	**868.3**	**.0580**	**99**
3331	Primary copper	4	3	865.4	17.5104	99
Graham	**All mfg.**	**3**		**10.8**	**.0007**	**0**
Greenlee	**All mfg.**	**1**	**1**	**97.2**	**.0065**	**100**
Maricopa	**212 All mfg.**	**688**	**140**	**6,332.6**	**.4232**	**77**
2011	Meat-packing plants	15	3	283.9	.7326	60
2051	Bread, cake, & related products	6	4	50.9	.5198	94
2322	Men's & boys' underwear	1	1	20.0	4.8251	100
2341	Women's & children's underwear	4	4	21.5	1.1867	100
3069	Fabricated rubber products n.e.c.	4	1	55.0	1.0844	87
3079	Miscellaneous plastics products	16	2	67.8	.3198	58
3272	Concrete products n.e.c.	9	4	55.8	1.6711	80
3357	Nonferrous-wire drawing & insulating	2	2	141.1	1.8665	100
3441	Fabricated structural metal	21	4	78.5	1.2739	73
3573	Electronic computing equipment	14	6	731.2	4.2841	96
3585	Refrigeration & heating equipment	4	3	167.6	1.1907	97
3599	Machinery, except electrical, n.e.c.	21	2	66.0	.6428	41
3661	Telephone & telegraph apparatus	4	1	113.9	1.3123	91
3662	Radio & TV communication equipment	12	4	429.3	2.1997	95
3674	Semiconductors & related devices	10	7	663.1	13.4448	99
3679	Electronic components n.e.c.	15	4	24.5	.5354	69
3713	Truck & bus bodies	2	1	70.9	2.0501	98
3724	Aircraft engines & engine parts	2	1	565.7	6.6784	99
3728	Aircraft equipment n.e.c.	25	8	355.2	5.7574	90
Mohave	**All mfg.**	**17**	**1**	**72.0**	**.0048**	**42**
3549	Metalworking machinery n.e.c.	1	1	29.9	4.6719	100
Navajo	**All mfg.**	**14**	**2**	**100.1**	**.0067**	**55**
Pima	**278 All mfg.**	**117**	**20**	**1,055.7**	**.0706**	**82**
3331	Primary copper	2	1	245.0	4.9573	98
3674	Semiconductors & related devices	1	1	50.1	1.0158	100
3761	Guided missiles & space vehicles	1	1	273.5	4.1735	100
Pinal	**All mfg.**	**24**	**7**	**989.4**	**.0661**	**94**
3331	Primary copper	2	2	914.4	18.5019	100
Santa Cruz	**All mfg.**	**10**	**6**	**43.6**	**.0029**	**81**
Yavapai	**All mfg.**	**11**	**1**	**48.3**	**.0032**	**37**
Yuma	**All mfg.**	**15**	**2**	**5[illegible]**	**.0034**	**20**
State Total	**All mfg.**	**951**	**195**	**10,02[illegible].4**	**.6702**	**80**
ARKANSAS						
Arkansas	**All mfg.**	**27**	**8**	**291.5**	**.0195**	**80**
Ashley	**All mfg.**	**26**	**9**	**286.7**	**.0192**	**80**
2621	Paper mills, except building paper	1	1	157.6	1.0409	100
Baxter	**All mfg.**	**12**	**4**	**278.0**	**.0186**	**94**
2834	Pharmaceutical preparations	1	1	239.8	1.8733	100
Benton	**87 All mfg.**	**66**	**27**	**612.6**	**.0409**	**83**
2016	Poultry-dressing plants	4	3	109.5	1.7105	98
3041	Rubber & plastic hose & belting	2	2	52.4	2.9461	100
3621	Motors & generators	2	2	85.7	1.8330	100
Boone	**All mfg.**	**30**	**7**	**110.6**	**.0074**	**58**
Bradley	**All mfg.**	**10**	**8**	**116.8**	**.0078**	**95**
Calhoun	**All mfg.**	**3**		**3.7**	**.0002**	**0**
Carroll	**All mfg.**	**13**	**4**	**89.8**	**.0060**	**77**
Chicot	**All mfg.**	**8**	**3**	**35.5**	**.0024**	**65**
Clark	**All mfg.**	**19**	**8**	**159.0**	**.0106**	**85**
Clay	**All mfg.**	**15**	**7**	**66.5**	**.0044**	**70**
Cleburne	**All mfg.**	**11**	**2**	**37.3**	**.0025**	**65**
Cleveland	**All mfg.**	**5**	**1**	**27.8**	**.0019**	**14**
Columbia	**All mfg.**	**28**	**10**	**221.9**	**.0148**	**64**
Conway	**All mfg.**	**14**	**6**	**141.8**	**.0095**	**81**
Craighead	**All mfg.**	**46**	**21**	**423.9**	**.0283**	**84**
3144	Women's nonathletic footwear	2	2	60.7	3.4436	100
Crawford	**94 All mfg.**	**22**	**5**	**140.3**	**.0094**	**38**
Crittenden	**169 All mfg.**	**36**	**5**	**204.5**	**.0137**	**36**
Cross	**All mfg.**	**8**	**3**	**100.0**	**.0067**	**86**
Dallas	**All mfg.**	**19**	**7**	**102.6**	**.0069**	**77**
Desha	**All mfg.**	**13**	**7**	**107.8**	**.0072**	**82**
Drew	**All mfg.**	**11**	**4**	**218.4**	**.0146**	**90**
2272	Tufted carpets & rugs	1	1	150.0	3.2890	100
Faulkner	**All mfg.**	**34**	**11**	**296.4**	**.0198**	**82**
Franklin	**All mfg.**	**13**	**4**	**78.7**	**.0053**	**77**
Fulton	**All mfg.**	**3**	**1**	**13.5**	**.0009**	**74**
Garland	**All mfg.**	**44**	**10**	**530.7**	**.0355**	**79**
2421	General sawmills & planing mills	3	1	149.2	1.5529	95
3143	Men's nonathletic footwear	1	1	72.3	3.1871	100
Grant	**All mfg.**	**11**	**5**	**56.2**	**.0038**	**81**
Greene	**All mfg.**	**16**	**8**	**232.2**	**.0155**	**92**
3621	Motors & generators	1	1	83.7	1.7903	100
Hempstead	**All mfg.**	**23**	**7**	**127.4**	**.0085**	**70**
Hot Spring	**All mfg.**	**23**	**9**	**203.5**	**.0136**	**88**
3624	Carbon & graphite products	1	1	102.6	11.5893	100
Howard	**All mfg.**	**17**	**9**	**240.3**	**.0161**	**85**
2421	General sawmills & planing mills	2	2	93.2	.9701	100

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Independence		All mfg.	25	11	290.4	.0194	86
Izard		All mfg.	7	2	18.6	.0012	43
Jackson		All mfg.	17	7	117.8	.0079	73
Jefferson	213	All mfg.	48	24	597.9	.0400	88
2631		Paperboard mills	2	2	248.4	3.0675	100
3483		Ammunition, except small-arms, n.e.c.	1	1	37.5	4.3178	100
Johnson		All mfg.	20	6	125.2	.0084	77
Lafayette		All mfg.	9	4	62.9	.0042	76
Lawrence		All mfg.	15	3	40.0	.0027	47
Lee		All mfg.	4	2	19.2	.0013	74
Lincoln		All mfg.	3	1	11.2	.0007	72
Little River	274	All mfg.	9	4	164.4	.0110	88
Logan		All mfg.	15	8	81.0	.0054	78
Lonoke		All mfg.	15	8	135.7	.0091	91
3482		Small-arms ammunition	1	1	74.0	15.3146	100
Madison		All mfg.	4	3	29.7	.0020	96
Marion		All mfg.	5	3	30.1	.0020	82
Miller	274	All mfg.	11	3	81.6	.0055	84
Mississippi		All mfg.	50	15	636.1	.0425	45
2771		Greeting-card publishing	1	1	68.0	6.2362	100
Monroe		All mfg.	9	3	26.6	.0018	66
Montgomery		All mfg.	5	2	22.7	.0015	71
Nevada		All mfg.	9	3	82.8	.0055	39
Ouachita		All mfg.	45	10	366.5	.0245	63
Perry		All mfg.	2		9.6	.0006	0
Phillips		All mfg.	18	9	425.2	.0284	93
Pike		All mfg.	14	5	46.9	.0031	59
Poinsett		All mfg.	15	8	139.9	.0093	84
2511		Wood household furniture	1	1	53.9	1.0501	100
Polk		All mfg.	20	4	152.6	.0102	75
Pope		All mfg.	21	9	243.1	.0162	73
2037		Frozen fruits & vegetables	1	1	79.8	2.5926	100
Prairie		All mfg.	3		3.4	.0002	0
Pulaski	153	All mfg.	256	73	1,813.5	.1212	74
2335		Women's & misses' dresses	1	1	36.7	.7541	100
3574		Calculating & accounting machines	1	1	71.9	4.5521	100
3621		Motors & generators	2	2	45.9	.9818	100
3661		Telephone & telegraph apparatus	2	1	101.5	1.1694	97
3751		Motorcycles, bicycles, & parts	1	1	65.5	5.7011	100
3873		Watches, clocks, & watchcases	2	2	112.4	8.2879	100
Randolph		All mfg.	14	6	77.0	.0051	75
St. Francis		All mfg.	16	4	180.4	.0121	35
Saline	153	All mfg.	24	4	283.5	.0189	82
2819		Industrial inorganic chemicals n.e.c.	3	2	223.8	2.4725	99
Scott		All mfg.	7	3	47.5	.0032	79
Searcy		All mfg.	8	1	19.4	.0013	65
Sebastian	94	All mfg.	153	47	1,237.0	.0827	76
2511		Wood household furniture	8	8	71.8	1.3988	100
2512		Upholstered wood household furniture	10	3	96.5	2.6693	84
3585		Refrigeration & heating equipment	4	3	215.5	1.5310	97
3632		Household refrigerators & freezers	1	1	86.8	3.1956	100
Sevier		All mfg.	12	5	106.1	.0071	85
Sharp		All mfg.	3		5.0	.0003	0
Stone		All mfg.	4	1	17.2	.0011	58
Union		All mfg.	45	14	1,526.5	.1020	82
2016		Poultry-dressing plants	1	1	145.7	2.2760	100
2911		Petroleum refining	5	2	1,135.2	1.0302	83
Van Buren		All mfg.	7	3	31.8	.0021	76
Washington	87	All mfg.	52	22	738.8	.0494	89
2016		Poultry-dressing plants	4	2	217.3	3.3944	96
2038		Frozen food specialties	1	1	168.5	4.9705	100
White		All mfg.	31	12	227.7	.0152	71
Woodruff		All mfg.	9	5	55.5	.0037	81
Yell		All mfg.	12	3	75.8	.0051	50
2017		Poultry & egg processing	2	2	29.8	2.5401	100
State Total		All mfg.	1,697	580	15,959.7	1.0666	77
CALIFORNIA							
Alameda	247	All mfg.	640	191	6,603.7	.4413	82
2033		Canned fruits & vegetables	11	8	83.2	1.2202	89
2051		Bread, cake, & related products	8	6	56.5	.5770	91
2052		Cookies & crackers	6	4	370.5	11.9547	98
2099		Food preparations n.e.c.	4	2	99.0	1.4488	92
2653		Corrugated & solid fiber boxes	12	6	79.5	1.1592	81
2711		Newspapers	8	4	64.0	.4924	88
2842		Polishes & sanitation goods	3	2	81.7	2.2867	96
3221		Glass containers	4	4	143.9	4.0244	100
3312		Blast furnaces & steel mills	3	2	249.1	.4945	96
3411		Metal cans	7	6	315.2	3.9215	99
3441		Fabricated structural metal	8	2	44.9	.7286	70
3519		Internal-combustion engines n.e.c.	2	2	254.5	2.9055	100
3561		Pumps & pumping equipment	7	2	39.1	1.4678	81
3569		General industrial machinery n.e.c.	8	2	34.1	1.7571	80
3573		Electronic computing equipment	3	2	140.5	.8232	96
3711		Motor vehicles & passenger-car bodies	3	2	1,523.6	1.9228	100
3713		Truck & bus bodies	6	3	58.5	1.6916	93
Amador		All mfg.	4	1	27.3	.0018	45
Butte		All mfg.	34	9	275.6	.0184	66
Calaveras		All mfg.	8	2	41.4	.0028	67
Colusa		All mfg.	4		16.9	.0011	0
Contra Costa	247	All mfg.	214	86	4,435.8	.2964	90
2062		Cane-sugar refining	1	1	298.0	12.6879	100
2711		Newspapers	7	3	41.9	.3223	81
2819		Industrial inorganic chemicals n.e.c.	11	3	187.4	2.0704	86
2911		Petroleum refining	4	3	1,997.5	1.8127	98
3221		Glass containers	2	2	95.9	2.6820	100
3312		Blast furnaces & steel mills	1	1	189.1	.3754	100
3662		Radio & TV communication equipment	9	4	141.2	.7235	90
3829		Measuring & controlling devices n.e.c.	2	1	27.4	2.5891	95
Del Norte		All mfg.	10	5	81.4	.0054	81
El Dorado		All mfg.	8	2	32.0	.0021	59
Fresno	96	All mfg.	174	47	1,273.5	.0851	70
2034		Dehydrated fruits, vegetables, & soups	10	7	110.3	9.7888	95
Glenn		All mfg.	10	4	73.7	.0049	70
Humboldt		All mfg.	40	16	283.5	.0189	72
2421		General sawmills & planing mills	18	7	161.1	1.6768	81
Imperial		All mfg.	16	3	101.2	.0068	50
Inyo		All mfg.	5	1	22.5	.0015	67
Kern	23	All mfg.	83	17	757.2	.0506	49
Kings		All mfg.	17	3	395.1	.0264	85
Lake		All mfg.	1		2.7	.0002	0
Lassen		All mfg.	4		13.7	.0009	0
Los Angeles	157	All mfg.	6,145	1,649	53,379.4	3.5673	80
2011		Meat-packing plants	33	16	948.4	2.4474	83
2013		Sausages & other prepared meats	21	9	233.1	2.7583	72
2026		Fluid milk	12	7	330.9	2.3456	93
2033		Canned fruits & vegetables	7	2	76.9	1.1278	88
2037		Frozen fruits & vegetables	8	5	48.3	1.5692	85
2047		Pet food	5	3	207.7	6.3501	92
2051		Bread, cake, & related products	31	19	353.2	3.6072	93
2065		Confectionery products	17	2	168.5	4.0843	75
2082		Malt beverages	5	5	314.1	4.3389	100
2086		Bottled & canned soft drinks	14	5	167.8	1.7034	82
2087		Flavoring extracts & syrups n.e.c.	9	2	365.1	13.4510	88
2091		Canned & cured seafoods	3	3	192.2	12.9071	100
2099		Food preparations n.e.c.	36	14	460.4	6.7375	81
2253		Knit-outerwear mills	23	2	34.2	1.5189	30
2272		Tufted carpets & rugs	6	5	117.9	2.5851	97
2311		Men's & boys' suits & coats	12	6	43.7	1.5222	82
2321		Men's & boys' shirts & nightwear	26	12	75.8	2.2443	73
2327		Men's & boys' separate trousers	9	3	51.3	2.2715	90
2328		Men's & boys' work clothing	8	3	41.2	1.1780	78
2331		Women's & misses' blouses	30	11	111.0	4.9307	68
2335		Women's & misses' dresses	86	11	201.5	4.1406	46
2337		Women's & misses' suits & coats	37	8	186.8	6.8641	59
2339		Women's & misses' outerwear n.e.c.	67	23	228.2	7.8188	72
2341		Women's & children's underwear	16	10	52.6	2.9034	88
2342		Brassieres, girdles, & allied garments	11	7	90.8	12.1164	93
2391		Curtains & draperies	24	3	56.2	4.8473	40
2392		House furnishings n.e.c.	26	7	137.7	5.2960	62
2399		Fabricated textile products n.e.c.	22	5	52.4	4.0592	58
2431		Millwork	29	2	71.1	1.7101	19
2451		Mobile homes	13	3	80.1	2.3347	62

		1979 (S&MM Est.)				
		Number Of Plants				
County SIC	Metro Area Industry	Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
CALIFORNIA (Los Angeles, cont.)						
2499	Wood products n.e.c.	39	5	86.7	3.4339	47
2511	Wood household furniture	57	16	200.7	3.9101	66
2512	Upholstered wood household furniture	69	15	184.4	5.1007	51
2514	Metal household furniture	23	17	166.6	10.7401	94
2515	Mattresses & bedsprings	31	9	112.9	7.2007	62
2521	Wood office furniture	12	4	40.9	8.9536	68
2522	Metal office furniture	13	5	64.6	3.7998	66
2531	Public-building & related furniture	10	2	62.8	6.6511	78
2541	Wood partitions & fixtures	29	3	68.5	5.0520	35
2591	Drapery hardware & blinds & shades	9	4	59.5	7.4291	84
2621	Paper mills, except building paper	10	6	162.6	1.0739	92
2642	Envelopes	14	4	55.6	4.8064	55
2643	Bags, except textile bags	27	11	211.2	4.9730	79
2651	Folding paperboard boxes	17	7	76.9	3.0436	76
2653	Corrugated & solid fiber boxes	42	14	219.0	3.1932	68
2711	Newspapers	62	24	569.3	4.3796	89
2721	Periodicals	16	5	138.9	2.2481	66
2741	Miscellaneous publishing	14	5	101.6	5.5238	82
2751	Letterpress commercial printing	101	14	167.9	3.4894	49
2752	Lithographic commercial printing	74	11	269.4	3.3715	43
2753	Engraving & plate printing	17	2	23.9	8.6157	41
2761	Manifold business forms	20	4	80.8	3.3533	57
2782	Blankbooks & looseleaf binders	16	9	90.0	8.1692	84
2819	Industrial inorganic chemicals n.e.c.	23	8	576.5	6.3692	89
2821	Plastics materials & synthetic resins	27	12	290.6	2.3718	74
2834	Pharmaceutical preparations	29	13	454.3	3.5489	86
2841	Soap & other detergents	18	6	404.2	6.2354	82
2842	Polishes & sanitation goods	38	9	213.3	5.9701	63
2844	Toilet preparations	21	6	699.3	9.2479	87
2851	Paints & allied products	55	12	464.7	6.0621	64
2869	Industrial organic chemicals n.e.c.	15	6	978.6	3.8702	91
2891	Adhesives & sealants	23	7	194.9	9.5455	66
2899	Chemical preparations n.e.c.	53	8	238.8	5.8511	40
2911	Petroleum refining	18	12	6,188.5	5.6159	95
3011	Tires & inner tubes	6	3	175.8	1.6312	91
3069	Fabricated rubber products n.e.c.	60	19	209.9	4.1383	67
3079	Miscellaneous plastics products	220	52	926.3	4.3688	59
3144	Women's nonathletic footwear	9	6	66.1	3.7499	92
3171	Women's handbags & purses	13	3	47.7	7.3148	73
3221	Glass containers	7	4	109.3	3.0567	94
3231	Products of purchased glass	25	5	114.8	5.0624	46
3269	Pottery products n.e.c.	18	6	43.0	15.0771	71
3272	Concrete products n.e.c.	14	3	87.1	2.6085	80
3273	Ready-mixed concrete	22	2	105.4	1.3386	29
3292	Asbestos products	11	6	100.8	9.2240	88
3293	Gaskets, packing, & sealing devices	16	4	60.0	3.8795	62
3312	Blast furnaces & steel mills	20	6	420.5	.8347	80
3317	Steel pipe & tubes	14	4	118.4	3.3313	74
3321	Gray-iron foundries	28	11	139.6	1.7418	65
3325	Steel foundries n.e.c.	10	5	46.8	1.8638	79
3351	Copper rolling & drawing	4	4	220.6	4.1332	100
3355	Aluminum rolling & drawing n.e.c.	7	3	177.6	23.8902	95
3361	Aluminum foundries	36	3	118.5	3.6856	33
3369	Nonferrous foundries n.e.c.	30	9	69.4	6.5275	62
3399	Primary metal products n.e.c.	29	1	56.1	5.7627	12
3411	Metal cans	11	8	352.0	4.3794	97
3423	Hand & edge tools n.e.c.	22	4	60.0	2.3857	45
3429	Hardware n.e.c.	80	24	564.8	9.5940	74
3432	Plumbing fittings & brass goods	16	6	121.8	9.5387	86
3433	Heating equipment, except electric	12	3	49.6	3.0480	72
3441	Fabricated structural metal	41	9	125.4	2.0350	53
3442	Metal doors, sash, & trim	39	10	93.9	3.5381	56
3443	Fabricated plate work (boiler shops)	34	6	132.8	1.5932	52
3444	Sheet-metal work	83	11	198.2	3.6702	38
3449	Miscellaneous metal work	31	3	84.5	5.4881	30
3451	Screw-machine products	26	3	50.8	2.5499	29
3452	Bolts, nuts, rivets, & washers	49	18	330.9	8.8405	82
3462	Iron & steel forgings	16	3	77.6	2.8140	68
3463	Nonferrous forgings	6	2	71.2	13.2465	85
3469	Metal stampings n.e.c.	48	5	102.5	1.9557	26
3471	Plating & polishing	119	17	246.4	12.2881	50
3479	Metal coating & allied services n.e.c.	50	8	145.2	8.1285	45
3483	Ammunition, except small-arms, n.e.c.	4	2	54.8	6.3097	95
3494	Valves & pipe fittings	41	12	202.4	3.6042	73
3496	Miscellaneous fabricated wire products	36	4	39.6	2.6640	28
3498	Fabricated pipe & fittings	18	6	100.9	5.0576	58
3499	Fabricated metal products n.e.c.	44	4	110.0	2.9797	33
3531	Construction machinery	19	5	204.5	1.3761	71
3532	Mining machinery	6	2	81.9	3.3597	87
3533	Oil-field machinery	24	12	451.7	9.8847	92
3541	Metal-cutting machine tools	20	5	43.6	2.4128	64
3544	Special dies, tools, jigs, & fixtures	66	10	82.9	2.9979	42
3545	Machine-tool accessories	39	3	44.4	3.1534	38
3546	Power-driven hand tools	5	2	78.6	9.4630	95
3551	Food-products machinery	28	6	99.8	3.4909	41
3559	Special-industry machinery n.e.c.	34	8	184.7	2.7293	65
3561	Pumps & pumping equipment	30	11	217.7	8.1722	87
3562	Ball & roller bearings	9	4	32.9	1.6998	81
3564	Blowers & exhaust & ventilation fans	20	4	44.9	3.9996	65
3569	General industrial machinery n.e.c.	53	19	198.3	10.2180	81
3573	Electronic computing equipment	35	24	1,451.8	8.5061	96
3574	Calculating & accounting machines	8	6	132.5	8.3887	94
3585	Refrigeration & heating equipment	45	10	385.7	2.7401	63
3589	Service-industry machinery n.e.c.	16	5	127.5	4.5916	69
3599	Machinery, except electrical, n.e.c.	260	15	730.0	7.1094	29
3613	Switchgear & switchboard apparatus	25	9	114.8	2.6419	71
3621	Motors & generators	20	11	113.6	2.4298	89
3622	Industrial controls	18	3	124.9	4.1239	78
3623	Electric welding apparatus	12	3	119.9	8.1994	76
3639	Household appliances n.e.c.	8	4	118.8	9.4707	91
3643	Current-carrying wiring devices	25	11	78.2	4.0123	78
3645	Residential electric lighting fixtures	27	8	92.4	8.8303	59
3646	Commercial electric lighting fixtures	13	6	70.9	7.1950	78
3648	Lighting equipment n.e.c.	19	9	50.7	10.3091	78
3651	Radio & TV receiving sets	30	19	502.6	8.4398	93
3652	Phonograph records & pre-recorded tape	21	9	102.6	12.4757	75
3661	Telephone & telegraph apparatus	11	8	92.5	1.0657	94
3662	Radio & TV communication equipment	85	37	1,729.2	8.8604	92
3672	Cathode-ray TV picture tubes	1	1	48.4	6.6511	100
3674	Semiconductors & related devices	16	5	195.7	3.9680	90
3675	Electronic capacitors	9	7	77.0	9.8908	95
3677	Electronic coils & transformers	13	6	32.6	6.0137	71
3678	Electronic connectors	15	6	100.2	8.1430	85
3679	Electronic components n.e.c.	128	32	254.8	5.5687	66
3711	Motor vehicles & passenger-car bodies	5	4	2,253.6	2.8440	100
3713	Truck & bus bodies	21	3	93.4	2.7007	61
3714	Motor-vehicle parts & accessories	72	21	514.0	1.6532	73
3715	Truck trailers	7	2	75.7	3.8503	80
3721	Aircraft	9	9	4,022.0	22.2758	100
3724	Aircraft engines & engine parts	11	5	167.7	1.9798	86
3728	Aircraft equipment n.e.c.	132	44	1,032.8	16.7407	80
3731	Ship building & repairing	6	4	90.8	1.3699	97
3751	Motorcycles, bicycles, & parts	11	4	86.0	7.4854	70
3761	Guided missiles & space vehicles	5	5	1,899.4	28.9843	100
3769	Space-vehicle equipment n.e.c.	5	4	105.0	13.2660	97
3792	Travel trailers & campers	20	10	214.3	10.4176	90
3811	Engineering & scientific instruments	31	7	80.9	3.5504	57
3822	Environmental controls	11	5	121.2	7.3966	92
3823	Industrial process-control instruments	21	7	98.7	4.8544	77
3824	Fluid meters & counting devices	6	2	67.0	10.2243	92
3825	Electricity-measuring instruments	21	7	119.3	4.0949	79
3829	Measuring & controlling devices n.e.c.	21	10	63.4	5.9907	78
3832	Optical instruments & lenses	24	7	132.2	10.4605	77

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	1979 (S&MM Est.) % Of U.S. Shipments	1979 (S&MM Est.) % In Large Plants
3841	Surgical & medical instruments	11	3	66.3	3.0846	81
3842	Surgical appliances & supplies	18	3	107.4	3.3224	67
3843	Dental equipment & supplies	10	3	108.3	11.5643	88
3861	Photographic equipment & supplies	34	10	376.1	3.3633	64
3911	Precious-metal jewelry	21	3	86.3	3.5080	41
3944	Games, toys, & children's vehicles	17	8	306.6	9.2427	94
3949	Sporting & athletic goods n.e.c.	32	8	156.8	5.4277	66
3951	Pens & mechanical pencils	5	3	92.3	11.6555	97
3993	Signs & advertising displays	38	4	86.4	4.1747	40
3999	Manufactures n.e.c.	60	5	171.7	5.4241	31
Madera	**All mfg.**	**18**	**6**	**200.3**	**.0134**	**62**
Marin	**247 All mfg.**	**32**	**9**	**138.4**	**.0092**	**60**
Mendocino	**All mfg.**	**32**	**7**	**136.7**	**.0091**	**55**
2421	General sawmills & planing mills	11	5	70.2	.7307	73
Merced	**All mfg.**	**31**	**12**	**334.5**	**.0224**	**77**
Modoc	**All mfg.**	**3**		**7.2**	**.0005**	**0**
Mono	**All mfg.**	**2**	**1**	**51.1**	**.0034**	**95**
3674	Semiconductors & related devices	1	1	48.5	.9834	100
Monterey	**242 All mfg.**	**57**	**22**	**554.7**	**.0371**	**83**
2037	Frozen fruits & vegetables	5	4	80.8	2.6251	98
3011	Tires & inner tubes	1	1	111.8	1.0373	100
Napa	**283 All mfg.**	**29**	**5**	**250.7**	**.0168**	**70**
3317	Steel pipe & tubes	1	1	87.8	2.4703	100
Nevada	**All mfg.**	**10**	**2**	**50.9**	**.0034**	**51**
Orange	**10 All mfg.**	**983**	**308**	**8,128.2**	**.5432**	**81**
2033	Canned fruits & vegetables	6	3	79.6	1.1674	91
2591	Drapery hardware & blinds & shades	2	1	63.8	7.9660	97
2711	Newspapers	8	4	56.1	.4316	92
2834	Pharmaceutical preparations	6	4	268.7	2.0990	96
2851	Paints & allied products	10	2	105.6	1.3776	59
3069	Fabricated rubber products n.e.c.	13	4	86.0	1.6956	82
3079	Miscellaneous plastics products	75	17	289.6	1.3659	59
3429	Hardware n.e.c.	15	3	117.2	1.9908	71
3452	Bolts, nuts, rivets, & washers	9	5	136.1	3.6361	93
3469	Metal stampings n.e.c.	12	3	54.1	1.0322	68
3494	Valves & pipe fittings	11	4	55.4	.9865	82
3533	Oil-field machinery	4	3	215.5	4.7158	99
3573	Electronic computing equipment	24	20	669.3	3.9214	98
3599	Machinery, except electrical, n.e.c.	35	3	102.2	.9953	29
3621	Motors & generators	6	4	61.3	1.3111	94
3661	Telephone & telegraph apparatus	5	1	58.1	.6694	88
3662	Radio & TV communication equipment	31	13	1,143.2	5.8578	96
3674	Semiconductors & related devices	9	4	120.6	2.4453	92
3678	Electronic connectors	3	1	120.7	9.8090	96
3679	Electronic components n.e.c.	43	21	106.3	2.3232	84
3728	Aircraft equipment n.e.c.	19	12	358.0	5.8028	94
3732	Boat building & repairing	12	4	82.1	3.6329	80
3792	Travel trailers & campers	7	2	57.6	2.8001	76
3823	Industrial process-control instruments	10	4	53.4	2.6264	84
3825	Electricity-measuring instruments	9	5	55.3	1.8981	85
3832	Optical instruments & lenses	6	2	46.2	3.6556	81
3841	Surgical & medical instruments	9	3	57.6	2.6798	83
3842	Surgical appliances & supplies	7	4	98.4	3.0440	93
3861	Photographic equipment & supplies	14	6	201.9	1.8055	83
3931	Musical instruments & parts	3	2	43.5	3.8165	97
3949	Sporting & athletic goods n.e.c.	11	2	87.3	3.0219	80
Placer	**236 All mfg.**	**10**	**2**	**52.6**	**.0035**	**65**
Plumas	**All mfg.**	**5**	**2**	**23.7**	**.0016**	**74**
Riverside	**231 All mfg.**	**154**	**56**	**1,097.6**	**.0734**	**77**
2451	Mobile homes	10	8	106.8	3.1129	95
2711	Newspapers	9	1	41.8	.3216	54
3449	Miscellaneous metal work	1	1	50.7	3.2928	100
Sacramento	**236 All mfg.**	**116**	**34**	**1,245.1**	**.0832**	**81**
2032	Canned food specialties	1	1	176.9	5.9269	100
2033	Canned fruits & vegetables	6	6	119.1	1.7467	100
2711	Newspapers	3	3	107.1	.8239	100
3764	Space-propulsion units & parts	1	1	215.7	18.8318	100
San Benito	**All mfg.**	**8**	**1**	**38.5**	**.0026**	**24**
San Bernardino	**231 All mfg.**	**240**	**69**	**2,014.2**	**.1346**	**79**
2711	Newspapers	13	2	42.3	.3254	63
3312	Blast furnaces & steel mills	3	3	532.0	1.0560	100
3589	Service-industry machinery n.e.c.	1	1	106.7	3.8426	100
3634	Electric housewares & fans	1	1	51.0	1.9208	100
3721	Aircraft	1	1	92.9	.5145	100
San Diego	**246 All mfg.**	**425**	**138**	**4,553.0**	**.3043**	**85**
2051	Bread, cake, & related products	11	6	57.2	.5842	79
2091	Canned & cured seafoods	2	2	134.6	9.0390	100
2711	Newspapers	14	6	137.6	1.0586	89
3443	Fabricated plate work (boiler shops)	4	2	294.3	3.5306	99
3573	Electronic computing equipment	11	9	487.2	2.8545	98
3662	Radio & TV communication equipment	30	12	509.5	2.6107	89
3674	Semiconductors & related devices	6	4	50.8	1.0300	92
3679	Electronic components n.e.c.	14	3	31.4	.6862	64
3721	Aircraft	2	1	97.1	.5378	93
3724	Aircraft engines & engine parts	2	2	287.9	3.3988	100
3728	Aircraft equipment n.e.c.	10	9	365.6	5.9260	99
3731	Ship building & repairing	2	2	100.1	1.5102	100
3732	Boat building & repairing	10	3	55.7	2.4647	75
3761	Guided missiles & space vehicles	1	1	429.9	6.5602	100
3825	Electricity-measuring instruments	12	5	70.5	2.4199	77
San Francisco	**247 All mfg.**	**347**	**90**	**2,722.0**	**.1819**	**75**
2051	Bread, cake, & related products	6	3	70.0	.7149	95
2086	Bottled & canned soft drinks	3	3	78.9	.8009	100
2095	Roasted coffee	4	4	416.4	8.2686	100
2337	Women's & misses' suits & coats	4	3	90.0	3.3071	97
2711	Newspapers	14	7	201.9	1.5532	94
2751	Letterpress commercial printing	17	2	24.7	.5133	39
2752	Lithographic commercial printing	17	6	180.7	2.2615	85
3429	Hardware n.e.c.	4	1	102.8	1.7462	94
3549	Metalworking machinery n.e.c.	1	1	44.8	7.0000	100
3731	Ship building & repairing	6	3	66.6	1.0048	87
San Joaquin	**268 All mfg.**	**131**	**53**	**1,459.7**	**.0976**	**82**
2033	Canned fruits & vegetables	11	11	366.1	5.3691	100
3211	Flat glass	1	1	78.9	4.1049	100
San Luis Obispo	**All mfg.**	**19**	**5**	**155.0**	**.0104**	**19**
San Mateo	**247 All mfg.**	**279**	**77**	**2,230.6**	**.1491**	**78**
2711	Newspapers	8	4	54.3	.4177	87
2851	Paints & allied products	7	3	234.9	3.0643	91
3661	Telephone & telegraph apparatus	1	1	81.8	.9425	100
3662	Radio & TV communication equipment	12	7	350.3	1.7949	96
Santa Barbara	**249 All mfg.**	**85**	**29**	**947.5**	**.0633**	**82**
3651	Radio & TV receiving sets	2	2	81.0	1.3602	100
3662	Radio & TV communication equipment	5	3	144.3	.7394	97
3679	Electronic components n.e.c.	5	4	20.7	.4524	95
Santa Clara	**248 All mfg.**	**612**	**242**	**10,649.0**	**.7117**	**90**
2033	Canned fruits & vegetables	15	13	292.7	4.2927	98
2034	Dehydrated fruits, vegetables, & soups	8	5	111.9	9.9308	96
2711	Newspapers	9	4	75.6	.5816	90
2834	Pharmaceutical preparations	6	4	158.5	1.2382	92
3079	Miscellaneous plastics products	19	5	78.6	.3707	63
3489	Ordnance & accessories n.e.c.	1	1	73.0	8.7719	100
3559	Special-industry machinery n.e.c.	6	3	89.0	1.3152	84
3573	Electronic computing equipment	26	17	1,672.9	9.8015	98
3613	Switchgear & switchboard apparatus	4	2	84.6	1.9469	96
3662	Radio & TV communication equipment	33	12	707.2	3.6237	90
3673	Transmitting electron tubes	2	2	100.7	14.2614	100
3674	Semiconductors & related devices	39	29	1,545.8	31.3423	99
3679	Electronic components n.e.c.	46	23	199.1	4.3513	89
3711	Motor vehicles & passenger-car bodies	1	1	740.7	.9348	100
3724	Aircraft engines & engine parts	1	1	92.8	1.0956	100
3761	Guided missiles & space vehicles	1	1	1,445.9	22.0640	100
3795	Tanks & tank components	1	1	264.6	27.6460	100
3811	Engineering & scientific instruments	20	10	97.8	4.2921	88
3825	Electricity-measuring instruments	24	14	348.7	11.9688	95
3861	Photographic equipment & supplies	9	5	150.8	1.3485	83
Santa Cruz	**250 All mfg.**	**52**	**20**	**547.9**	**.0366**	**83**
2033	Canned fruits & vegetables	3	2	55.9	.8198	96
2037	Frozen fruits & vegetables	4	4	104.7	3.4016	100
Shasta	**All mfg.**	**25**	**5**	**277.0**	**.0185**	**75**
2492	Particleboard	1	1	24.4	5.0476	100
Sierra	**All mfg.**	**3**	**1**	**36.6**	**.0024**	**71**
Siskiyou	**All mfg.**	**14**	**1**	**72.1**	**.0048**	**43**
Solano	**283 All mfg.**	**31**	**14**	**491.1**	**.0328**	**72**
2034	Dehydrated fruit, vegetables, & soups	1	1	55.1	4.8900	100

CALIFORNIA (cont.)

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Sonoma	**252**	**All mfg.**	**85**	**29**	**492.3**	**.0329**	**62**
Stanislaus	**178**	**All mfg.**	**88**	**30**	**1,025.4**	**.0685**	**82**
2033		Canned fruits & vegetables	10	9	165.2	2.4228	98
2037		Frozen fruits & vegetables	3	3	50.0	1.6244	100
2084		Wines, brandy, & brandy spirits	1	1	187.5	12.6912	100
Sutter		**All mfg.**	**9**	**3**	**93.3**	**.0062**	**85**
2033		Canned fruits & vegetables	2	2	56.9	.8345	100
Tehama		**All mfg.**	**11**	**3**	**108.4**	**.0072**	**65**
2421		General sawmills & planing mills	4	3	73.1	.7609	97
Trinity		**All mfg.**	**5**		**12.1**	**.0008**	**0**
Tulare		**All mfg.**	**79**	**25**	**498.8**	**.0333**	**66**
Tuolumne		**All mfg.**	**7**	**1**	**43.7**	**.0029**	**65**
Ventura	**203**	**All mfg.**	**93**	**33**	**803.2**	**.0537**	**79**
3079		Miscellaneous plastics products	4	3	52.4	.2471	95
3679		Electronic components n.e.c.	4	3	28.8	.6294	93
Yolo	**236**	**All mfg.**	**36**	**9**	**318.4**	**.0213**	**77**
2033		Canned fruits & vegetables	2	2	87.9	1.2891	100
Yuba		**All mfg.**	**13**	**1**	**42.1**	**.0028**	**27**
State Total		**All mfg.**	**11,596**	**3,381**	**109,720.2**	**7.3325**	**81**

COLORADO

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Adams	**73**	**All mfg.**	**67**	**15**	**612.1**	**.0409**	**72**
3613		Switchgear & switchboard apparatus	1	1	107.7	2.4785	100
Alamosa		**All mfg.**	**3**		**8.3**	**.0006**	**0**
Arapahoe	**73**	**All mfg.**	**93**	**20**	**515.4**	**.0344**	**64**
Archuleta		**All mfg.**	**2**	**1**	**21.1**	**.0014**	**91**
Bent		**All mfg.**	**2**		**11.2**	**.0007**	**0**
Boulder	**73**	**All mfg.**	**129**	**39**	**1,436.0**	**.0960**	**84**
3573		Electronic computing equipment	4	3	117.9	.6908	97
3662		Radio & TV communication equipment	3	2	82.7	.4238	96
3861		Photographic equipment & supplies	1	1	569.7	5.0946	100
Chaffee		**All mfg.**	**1**		**6.8**	**.0005**	**0**
Conejos		**All mfg.**	**6**		**9.0**	**.0006**	**0**
Costilla		**All mfg.**	**1**		**1.1**	**.0001**	**0**
Crowley		**All mfg.**	**1**		**5.6**	**.0004**	**0**
Delta		**All mfg.**	**7**	**1**	**27.4**	**.0018**	**38**
Denver	**73**	**All mfg.**	**507**	**120**	**3,524.0**	**.2355**	**67**
2011		Meat-packing plants	15	8	456.1	1.1770	79
2051		Bread, cake, & related products	17	7	89.2	.9110	74
2329		Men's & boys' clothing n.e.c.	13	6	24.1	2.2041	80
2711		Newspapers	10	3	113.0	.8693	88
3041		Rubber & plastic hose & belting	1	1	54.4	3.0586	100
3079		Miscellaneous plastics products	16	1	53.1	.2504	29
3161		Luggage	1	1	161.4	19.6326	100
3441		Fabricated structural metal	10	5	44.6	.7238	82
3532		Mining machinery	7	3	92.8	3.8069	85
3661		Telephone & telegraph apparatus	1	1	54.5	.6279	100
3728		Aircraft equipment n.e.c.	3	3	106.4	1.7246	100
3761		Guided missiles & space vehicles	1	1	117.3	1.7900	100
3825		Electricity-measuring instruments	4	3	58.0	1.9908	98
Douglas	**73**	**All mfg.**	**3**	**1**	**10.8**	**.0007**	**52**
Eagle		**All mfg.**	**3**	**1**	**16.7**	**.0011**	**59**
Elbert		**All mfg.**	**1**		**1.5**	**.0001**	**0**
El Paso	**60**	**All mfg.**	**84**	**25**	**662.9**	**.0443**	**73**
3573		Electronic computing equipment	2	2	123.7	.7248	100
3679		Electronic components n.e.c.	4	3	28.9	.6316	97
3825		Electricity-measuring instruments	2	1	48.3	1.6579	94
Fremont		**All mfg.**	**10**	**3**	**80.1**	**.0054**	**48**
Garfield		**All mfg.**	**4**		**6.2**	**.0004**	**0**
Gilpin	**73**	**All mfg.**	**1**		**5.5**	**.0004**	**0**
Grand		**All mfg.**	**4**		**15.9**	**.0011**	**0**
Gunnison		**All mfg.**	**1**		**2.9**	**.0002**	**0**
Jackson		**All mfg.**	**2**	**1**	**16.1**	**.0011**	**88**
Jefferson	**73**	**All mfg.**	**72**	**13**	**1,230.4**	**.0822**	**86**
2082		Malt beverages	1	1	558.5	7.7149	100
2899		Chemical preparations n.e.c.	1	1	78.9	1.9332	100
3264		Porcelain electrical supplies	1	1	39.2	9.3289	100
3411		Metal cans	3	2	145.0	1.8040	97
3483		Ammunition, except small-arms, n.e.c.	1	1	60.0	6.9085	100
Lake		**All mfg.**	**1**		**10.1**	**.0007**	**0**
La Plata		**All mfg.**	**11**	**2**	**34.4**	**.0023**	**51**
Larimer	**91**	**All mfg.**	**66**	**14**	**553.3**	**.0370**	**72**
3825		Electricity-measuring instruments	1	1	56.7	1.9462	100
3842		Surgical appliances & supplies	1	1	111.4	3.4461	100
Las Animas		**All mfg.**	**2**		**14.5**	**.0010**	**0**
Lincoln		**All mfg.**	**1**		**3.6**	**.0002**	**0**
Logan		**All mfg.**	**12**	**2**	**106.6**	**.0071**	**76**
Mesa		**All mfg.**	**35**	**13**	**345.6**	**.0231**	**77**
Mineral		**All mfg.**	**1**		**4.6**	**.0003**	**0**
Moffat		**All mfg.**	**3**		**8.7**	**.0006**	**0**
Montezuma		**All mfg.**	**5**		**12.6**	**.0008**	**0**
Montrose		**All mfg.**	**10**	**1**	**50.4**	**.0034**	**63**
Morgan		**All mfg.**	**10**	**5**	**205.8**	**.0138**	**89**
Otero		**All mfg.**	**13**	**2**	**59.9**	**.0040**	**56**
Pitkin		**All mfg.**	**3**		**4.2**	**.0003**	**0**
Prowers		**All mfg.**	**8**	**2**	**35.4**	**.0024**	**36**
Pueblo	**222**	**All mfg.**	**39**	**9**	**1,019.8**	**.0682**	**91**
3312		Blast furnaces & steel mills	1	1	806.9	1.6017	100
Rio Blanco		**All mfg.**	**1**		**3.0**	**.0002**	**0**
Rio Grande		**All mfg.**	**7**		**21.4**	**.0014**	**0**
Routt		**All mfg.**	**3**		**4.7**	**.0003**	**0**
Sedgwick		**All mfg.**	**2**	**1**	**14.3**	**.0010**	**78**
Teller	**60**	**All mfg.**	**1**		**1.0**	**.0001**	**0**
Weld	**104**	**All mfg.**	**41**	**15**	**782.2**	**.0523**	**84**
2011		Meat-packing plants	2	1	312.2	.8056	97
3861		Photographic equipment & supplies	1	1	126.5	1.1312	100
Yuma		**All mfg.**	**2**		**8.7**	**.0006**	**0**
State Total		**All mfg.**	**1,281**	**306**	**11,531.8**	**.7707**	**75**

CONNECTICUT

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Fairfield	**42**	**All mfg.**	**860**	**270**	**8,231.3**	**.5501**	**83**
2051		Bread, cake, & related products	14	4	246.4	2.5165	93
2342		Brassieres, girdles, & allied garments	3	1	53.1	7.0857	97
2711		Newspapers	15	5	65.5	.5039	67
2721		Periodicals	14	4	114.6	1.8819	71
2731		Book publishing	8	3	107.4	2.1963	89
2844		Toilet preparations	5	2	230.7	3.0509	95
3011		Tires & inner tubes	1	1	372.7	3.4581	100
3069		Fabricated rubber products n.e.c.	11	6	115.5	2.2772	95
3079		Miscellaneous plastics products	30	8	92.9	.4381	57
3292		Asbestos products	2	1	72.1	6.5977	98
3357		Nonferrous-wire drawing & insulating	9	3	226.7	2.9989	86
3429		Hardware n.e.c.	10	4	113.9	1.9348	83
3471		Plating & polishing	17	4	37.1	1.8502	50
3484		Small arms	4	4	216.7	25.2182	100
3541		Metal-cutting machine tools	11	5	67.5	3.7355	91
3562		Ball & roller bearings	6	3	71.6	3.6993	96
3573		Electronic computing equipment	9	3	209.7	1.2286	88
3579		Office machines n.e.c.	4	2	152.6	13.4806	98
3634		Electric housewares & fans	3	2	67.8	2.5536	98
3643		Current-carrying wiring devices	11	9	164.0	8.4146	99
3648		Lighting equipment n.e.c.	3	3	23.1	4.6970	100
3661		Telephone & telegraph apparatus	5	2	58.2	.6706	91
3662		Radio & TV communication equipment	18	7	291.2	1.4921	91
3679		Electronic components n.e.c.	21	9	46.9	1.0250	77
3721		Aircraft	2	2	1,187.7	6.5781	100
3724		Aircraft engines & engine parts	3	2	376.3	4.4424	99
3811		Engineering & scientific instruments	10	3	41.7	1.8301	78
3825		Electricity-measuring instruments	7	4	56.3	1.9325	89
3829		Measuring & controlling devices n.e.c.	10	8	50.7	4.7907	95

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County	Metro Area		Number Of Plants		Total	% Of	% In
SIC		Industry	Total Plants	Large Plants	Shipments ($Mil.)	U.S. Shipments	Large Plants
					1979 (S&MM Est.)		
3832		Optical instruments & lenses	6	4	184.6	14.6067	99
3841		Surgical & medical instruments	11	4	70.0	3.2567	85
3842		Surgical appliances & supplies	9	4	62.5	1.9334	74
Hartford	**111**	**All mfg.**	**764**	**216**	**7,645.6**	**.5109**	**85**
2711		Newspapers	11	5	78.3	.6024	85
2751		Letterpress commercial printing	28	5	44.6	.9269	62
3079		Miscellaneous plastics products	20	2	56.4	.2660	29
3316		Cold-rolled steel sheet, strip, & bars	4	4	156.2	5.2797	100
3423		Hand & edge tools n.e.c.	9	5	114.2	4.5408	92
3429		Hardware n.e.c.	7	3	289.9	4.9244	97
3444		Sheet-metal work	20	3	58.0	1.0740	40
3451		Screw-machine products	23	4	104.4	5.2404	67
3452		Bolts, nuts, rivets, & washers	10	5	71.7	1.9156	85
3484		Small arms	3	2	123.0	14.3140	98
3495		Wire springs	23	7	168.5	17.5466	79
3496		Miscellaneous fabricated wire products	10	2	42.2	2.8389	80
3541		Metal-cutting machine tools	13	1	23.3	1.2894	48
3544		Special dies, tools, jigs, & fixtures	32	1	38.3	1.3850	27
3545		Machine-tool accessories	27	11	79.5	5.6463	82
3559		Special-industry machinery n.e.c.	8	2	81.8	1.2088	79
3562		Ball & roller bearings	7	6	301.1	15.5567	99
3568		Power-transmission equipment n.e.c.	8	3	42.2	3.6760	82
3599		Machinery, except electrical, n.e.c.	37	5	138.5	1.3488	43
3613		Switchgear & switchboard apparatus	8	5	252.6	5.8130	98
3622		Industrial controls	7	3	79.6	2.6282	90
3662		Radio & TV communication equipment	3	2	92.3	.4729	94
3679		Electronic components n.e.c.	11	4	25.0	.5464	72
3714		Motor-vehicle parts & accessories	3	1	185.5	.5966	97
3721		Aircraft	3	2	91.2	.5051	98
3724		Aircraft engines & engine parts	13	7	2,174.6	25.6723	99
3728		Aircraft equipment n.e.c.	10	5	414.6	6.7203	96
3829		Measuring & controlling devices n.e.c.	5	1	31.7	2.9954	82
Litchfield		**All mfg.**	**168**	**54**	**1,158.2**	**.0774**	**78**
3562		Ball & roller bearings	3	3	85.3	4.4071	100
3964		Needles, pins, & fasteners	3	2	45.8	5.6231	95
Middlesex	**111**	**All mfg.**	**132**	**38**	**662.6**	**.0443**	**71**
New Haven	**190**	**All mfg.**	**843**	**242**	**6,188.5**	**.4136**	**78**
2335		Women's & misses' dresses	19	7	48.0	.9863	58
2711		Newspapers	10	5	72.5	.5577	87
2822		Synthetic rubber	1	1	80.4	3.7463	100
3021		Rubber & plastic footwear	1	1	82.1	13.7176	100
3079		Miscellaneous plastics products	24	4	95.9	.4523	52
3351		Copper rolling & drawing	8	6	327.5	6.1361	95
3357		Nonferrous-wire drawing & insulating	6	5	255.8	3.3838	99
3421		Cutlery	4	3	82.4	10.2297	96
3429		Hardware n.e.c.	11	8	136.7	2.3221	94
3451		Screw-machine products	42	6	98.2	4.9292	43
3452		Bolts, nuts, rivets, & washers	11	5	86.5	2.3110	83
3469		Metal stampings n.e.c.	35	12	281.6	5.3730	86
3484		Small arms	4	4	142.1	16.5367	100
3499		Fabricated metal products n.e.c.	12	5	56.6	1.5332	70
3559		Special-industry machinery n.e.c.	7	2	138.4	2.0452	86
3599		Machinery, except electrical, n.e.c.	20	1	66.9	.6515	46
3621		Motors & generators	3	3	161.8	3.4607	100
3634		Electric housewares & fans	1	1	53.1	1.9999	100
3661		Telephone & telegraph apparatus	4	3	58.5	.6740	98
3662		Radio & TV communication equipment	12	2	76.4	.3915	48
3679		Electronic components n.e.c.	14	5	31.9	.6972	82
3694		Engine electrical equipment	3	2	62.1	1.5795	97
3714		Motor-vehicle parts & accessories	2	2	86.4	.2779	100
3724		Aircraft engines & engine parts	3	2	108.6	1.2821	94
3811		Engineering & scientific instruments	6	1	44.9	1.9705	83
3829		Measuring & controlling devices n.e.c.	6	4	27.6	2.6080	95
3841		Surgical & medical instruments	7	6	81.8	3.8057	96
3873		Watches, clocks, & watchcases	3	3	177.4	13.0807	100
3914		Silverware & plated & stainless ware	7	4	130.9	24.4673	97
3951		Pens & mechanical pencils	1	1	83.9	10.5948	100
3964		Needles, pins, & fasteners	8	4	43.6	5.3530	80
New London	**191**	**All mfg.**	**105**	**42**	**1,884.6**	**.1259**	**94**
2819		Industrial inorganic chemicals n.e.c.	1	1	130.7	1.4440	100
2834		Pharmaceutical preparations	2	2	239.8	1.8733	100
3429		Hardware n.e.c.	1	1	64.4	1.0939	100
3731		Ship building & repairing	3	2	801.5	12.0919	100
Tolland	**111**	**All mfg.**	**42**	**14**	**222.5**	**.0149**	**71**
3679		Electronic components n.e.c.	3	3	29.1	.6360	100
Windham		**All mfg.**	**92**	**43**	**938.4**	**.0627**	**88**
2284		Thread mills	3	3	111.9	20.6343	100
2295		Coated fabrics, not rubberized	1	1	87.6	7.4521	100
3069		Fabricated rubber products n.e.c.	5	4	41.3	.8143	97
3079		Miscellaneous plastics products	11	6	135.0	.6367	90
State Total		**All mfg.**	**3,006**	**919**	**26,931.7**	**1.7998**	**83**

DELAWARE

County SIC	Metro Area	Industry	Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Kent		**All mfg.**	**31**	**14**	**323.4**	**.0216**	**87**
2099		Food preparations n.e.c.	1	1	86.9	1.2717	100
3842		Surgical appliances & supplies	2	2	58.5	1.8097	100
New Castle	**295**	**All mfg.**	**185**	**61**	**3,888.7**	**.2599**	**90**
2821		Plastics materials & synthetic resins	10	7	369.0	3.0117	95
3041		Rubber & plastic hose & belting	1	1	62.8	3.5309	100
3079		Miscellaneous plastics products	13	6	94.5	.4457	81
3312		Blast furnaces & steel mills	2	1	225.0	.4466	98
3711		Motor vehicles & passenger-car bodies	2	2	1,541.6	1.9455	100
Sussex		**All mfg.**	**57**	**17**	**824.1**	**.0551**	**86**
2033		Canned fruits & vegetables	7	4	62.1	.9107	87
2824		Noncellulosic synthetic organic fibers	1	1	358.3	4.9128	100
3574		Calculating & accounting machines	1	1	89.8	5.6853	100
State Total		**All mfg.**	**273**	**92**	**5,036.2**	**.3366**	**89**

DISTRICT OF COLUMBIA

County SIC	Metro Area	Industry	Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
District of Columbia	**287**	**All mfg.**	**164**	**39**	**1,634.2**	**.1092**	**83**
2051		Bread, cake, & related products	5	3	48.3	.4933	94
2711		Newspapers	8	3	243.3	1.8717	96
2721		Periodicals	18	6	435.4	7.1499	90
2751		Letterpress commercial printing	12	1	290.1	6.0291	96
2752		Lithographic commercial printing	31	6	165.5	2.0712	67
State Total		**All mfg.**	**164**	**39**	**1,634.2**	**.1092**	**83**

FLORIDA

County SIC	Metro Area	Industry	Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Alachua	**98**	**All mfg.**	**33**	**9**	**280.5**	**.0187**	**72**
3691		Storage batteries	1	1	104.6	4.8574	100
Baker	**122**	**All mfg.**	**2**		**2.5**	**.0002**	**0**
Bay	**204**	**All mfg.**	**32**	**13**	**286.8**	**.0192**	**84**
Bradford		**All mfg.**	**6**	**1**	**24.3**	**.0016**	**43**
Brevard	**168**	**All mfg.**	**84**	**33**	**1,036.8**	**.0693**	**88**
3573		Electronic computing equipment	4	2	87.2	.5109	90
3662		Radio & TV communication equipment	9	8	264.2	1.3538	99
3674		Semiconductors & related devices	1	1	70.5	1.4294	100
3761		Guided missiles & space vehicles	8	8	340.5	5.1959	100
Broward	**92**	**All mfg.**	**330**	**66**	**1,803.6**	**.1205**	**60**
2711		Newspapers	7	3	60.4	.4647	90
3079		Miscellaneous plastics products	14	1	57.5	.2712	45
3573		Electronic computing equipment	7	4	220.5	1.2919	96
3662		Radio & TV communication equipment	11	9	332.1	1.7017	99
3679		Electronic components n.e.c.	12	5	25.0	.5464	76
Calhoun		**All mfg.**	**6**	**4**	**27.9**	**.0019**	**88**
Charlotte		**All mfg.**	**3**		**6.8**	**.0005**	**0**
Citrus		**All mfg.**	**5**	**1**	**13.5**	**.0009**	**45**
Clay	**122**	**All mfg.**	**8**	**2**	**39.2**	**.0026**	**63**
Collier		**All mfg.**	**16**		**34.2**	**.0023**	**0**
Columbia		**All mfg.**	**18**	**5**	**133.0**	**.0089**	**73**
Dade	**171**	**All mfg.**	**944**	**212**	**4,970.4**	**.3322**	**64**
2026		Fluid milk	8	5	180.7	1.2809	86
2051		Bread, cake, & related products	14	5	82.2	.8395	69
2253		Knit-outerwear mills	7	4	73.8	3.2775	95
2335		Women's & misses' dresses	59	9	133.2	2.7371	40
2339		Women's & misses' outerwear n.e.c.	38	6	71.6	2.4532	39
2369		Girls' & children's outerwear n.e.c.	19	5	35.8	4.3824	53
2711		Newspapers	10	1	86.0	.6616	75

County SIC	Metro Area	Industry	Number Of Plants Total Plants	Number Of Plants Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	1979 (S&MM Est.) % Of U.S. Shipments	1979 (S&MM Est.) % In Large Plants
FLORIDA (Dade, cont.)							
2831		Biological products	4	3	121.8	11.8287	99
3021		Rubber & plastic footwear	4	4	66.7	11.1445	100
3079		Miscellaneous plastics products	32	3	89.4	4216	30
3149		Nonrubber footwear n.e.c.	2	2	15.8	2.1254	100
3171		Women's handbags & purses	10	5	45.6	6.9928	80
3241		Hydraulic cement	8	6	152.0	4.0699	95
3272		Concrete products n.e.c.	16	2	56.1	1.6801	50
3442		Metal doors, sash, & trim	34	12	109.2	4.1145	69
3444		Sheet-metal work	22	3	60.7	1.1240	31
3661		Telephone & telegraph apparatus	2	2	163.6	1.8849	100
3662		Radio & TV communication equipment	6	5	72.8	3730	91
3693		X-ray apparatus & tubes	1	1	147.0	7.4336	100
3732		Boat building & repairing	18	6	94.3	4.1728	74
3841		Surgical & medical instruments	4	1	65.5	3.0474	95
3851		Ophthalmic goods	8	3	26.0	3.2488	82
De Soto		**All mfg.**	**3**	**1**	**13.3**	**.0009**	**75**
Dixie		**All mfg.**	**4**	**2**	**19.1**	**.0013**	**58**
Duval	**122**	**All mfg.**	**258**	**66**	**2,033.0**	**.1359**	**72**
2051		Bread, cake, & related products	9	4	50.3	.5137	70
2121		Cigars	1	1	37.2	12.2489	100
2631		Paperboard mills	2	2	143.5	1.7721	100
2711		Newspapers	1	1	40.4	3108	100
3731		Ship building & repairing	4	2	130.7	1.9718	97
Escambia	**208**	**All mfg.**	**55**	**16**	**1,006.6**	**.0673**	**88**
2621		Paper mills, except building paper	1	1	114.6	.7569	100
2824		Noncellulosic synthetic organic fibers	1	1	562.9	7.7181	100
Flagler		**All mfg.**	**1**		**5.0**	**.0003**	**0**
Franklin		**All mfg.**	**8**	**1**	**56.6**	**.0038**	**66**
Gadsden		**All mfg.**	**24**	**7**	**99.9**	**.0067**	**60**
Gilchrist		**All mfg.**	**1**		**.7**		**0**
Glades		**All mfg.**	**2**	**2**	**55.8**	**.0037**	**100**
Gulf		**All mfg.**	**5**	**3**	**139.1**	**.0093**	**92**
Hamilton		**All mfg.**	**5**	**1**	**27.1**	**.0018**	**15**
Hardee		**All mfg.**	**8**	**2**	**29.6**	**.0020**	**30**
Hendry		**All mfg.**	**4**	**1**	**25.0**	**.0017**	**34**
Hernando		**All mfg.**	**6**	**1**	**18.5**	**.0012**	**48**
Highlands		**All mfg.**	**17**	**3**	**45.1**	**.0030**	**35**
Hillsborough	**272**	**All mfg.**	**361**	**94**	**2,851.6**	**.1906**	**72**
2092		Fresh or frozen packaged seafoods	8	5	171.3	7.5277	95
2121		Cigars	13	5	41.0	13.5002	81
2711		Newspapers	6	1	47.1	.3623	88
2874		Phosphatic fertilizers	4	3	372.5	12.1684	99
3411		Metal cans	5	4	201.8	2.5107	96
3443		Fabricated plate work (boiler shops)	4	2	63.9	.7666	95
3662		Radio & TV communication equipment	4	1	102.1	.5232	92
3691		Storage batteries	2	2	107.5	4.9921	100
3731		Ship building & repairing	5	2	44.9	.6774	82
Holmes		**All mfg.**	**2**	**2**	**10.4**	**.0007**	**100**
Indian River		**All mfg.**	**10**	**2**	**259.6**	**.0173**	**93**
3721		Aircraft	1	1	235.7	1.3054	100
Jackson		**All mfg.**	**19**	**6**	**94.5**	**.0063**	**51**
Jefferson		**All mfg.**	**1**		**2.0**	**.0001**	**0**
Lafayette		**All mfg.**	**1**		**3.4**	**.0002**	**0**
Lake		**All mfg.**	**40**	**10**	**229.1**	**.0153**	**69**
2037		Frozen fruits & vegetables	3	3	45.6	1.4815	100
Lee	**93**	**All mfg.**	**58**	**4**	**173.1**	**.0116**	**22**
Leon	**271**	**All mfg.**	**34**	**5**	**109.7**	**.0073**	**35**
Levy		**All mfg.**	**5**	**1**	**20.6**	**.0014**	**52**
Liberty		**All mfg.**	**3**	**1**	**9.8**	**.0007**	**65**
Madison		**All mfg.**	**9**	**4**	**105.9**	**.0071**	**88**
Manatee	**40**	**All mfg.**	**41**	**10**	**261.8**	**.0175**	**77**
2033		Canned fruits & vegetables	3	2	108.4	1.5898	98
Marion		**All mfg.**	**61**	**16**	**323.2**	**.0216**	**56**
2451		Mobile homes	8	3	62.9	1.8333	71
Martin		**All mfg.**	**11**	**5**	**114.7**	**.0077**	**88**
Monroe		**All mfg.**	**9**	**1**	**30.8**	**.0021**	**8**
Nassau	**122**	**All mfg.**	**12**	**5**	**249.0**	**.0166**	**93**
Okaloosa		**All mfg.**	**22**	**8**	**250.0**	**.0174**	**89**
3574		Calculating & accounting machines	1	1	86.3	5.4638	100
3662		Radio & TV communication equipment	4	4	115.9	.5939	100
Okeechobee		**All mfg.**	**6**		**26.6**	**.0018**	**0**
Orange	**201**	**All mfg.**	**178**	**51**	**1,321.1**	**.0883**	**73**
2033		Canned fruits & vegetables	6	6	66.9	.9811	100
2037		Frozen fruits & vegetables	4	4	56.3	1.8291	100
3679		Electronic components n.e.c.	6	3	29.9	.6535	93
3761		Guided missiles & space vehicles	1	1	234.4	3.5769	100
Osceola	**201**	**All mfg.**	**10**	**3**	**93.9**	**.0063**	**78**
Palm Beach	**290**	**All mfg.**	**137**	**28**	**1,501.1**	**.1003**	**81**
2061		Raw cane sugar	6	6	187.3	45.7946	100
2711		Newspapers	7	2	96.7	.7439	92
3573		Electronic computing equipment	2	2	201.0	1.1777	100
3724		Aircraft engines & engine parts	2	1	544.2	6.4246	99
Pasco	**272**	**All mfg.**	**16**	**3**	**115.9**	**.0077**	**77**
2037		Frozen fruits & vegetables	2	2	82.5	2.6003	100
Pinellas	**272**	**All mfg.**	**269**	**58**	**1,349.2**	**.0902**	**67**
2711		Newspapers	4	2	63.7	.4900	92
3662		Radio & TV communication equipment	5	3	247.9	1.2702	97
3699		Electrical equipment & supplies n.e.c.	1	1	51.9	7.1904	100
3732		Boat building & repairing	11	4	58.2	2.5753	78
3825		Electricity-measuring instruments	6	5	89.4	3.0686	99
Polk	**141**	**All mfg.**	**184**	**61**	**2,379.5**	**.1590**	**84**
2033		Canned fruits & vegetables	11	7	155.7	2.2835	94
2037		Frozen fruits & vegetables	12	9	259.7	8.4373	98
2874		Phosphatic fertilizers	10	9	940.5	30.7232	100
Putnam		**All mfg.**	**18**	**6**	**287.7**	**.0192**	**91**
2621		Paper mills, except building paper	1	1	105.1	.6941	100
St. Johns	**122**	**All mfg.**	**12**	**6**	**85.6**	**.0057**	**78**
St. Lucie		**All mfg.**	**17**	**4**	**83.3**	**.0056**	**61**
Santa Rosa	**208**	**All mfg.**	**9**	**4**	**167.2**	**.0112**	**90**
Sarasota	**253**	**All mfg.**	**92**	**17**	**347.5**	**.0232**	**61**
3662		Radio & TV communication equipment	4	3	74.7	.3828	96
Seminole	**201**	**All mfg.**	**57**	**16**	**273.3**	**.0183**	**59**
3679		Electronic components n.e.c.	6	4	26.3	.5748	95
Sumter		**All mfg.**	**3**		**17.1**	**.0011**	**0**
Suwannee		**All mfg.**	**7**	**2**	**77.0**	**.0051**	**79**
Taylor		**All mfg.**	**12**	**3**	**163.7**	**.0109**	**84**
2611		Pulp mills	1	1	120.8	4.5683	100
Union		**All mfg.**	**2**	**1**	**7.1**	**.0005**	**39**
Volusia	**71**	**All mfg.**	**66**	**16**	**275.2**	**.0184**	**62**
Wakulla	**271**	**All mfg.**	**5**	**1**	**20.0**	**.0013**	**50**
Walton		**All mfg.**	**6**	**2**	**69.1**	**.0046**	**64**
Washington		**All mfg.**	**1**		**4.9**	**.0003**	**0**
State Total		**All mfg.**	**3,694**	**908**	**26,009.1**	**1.7382**	**72**
GEORGIA							
Appling		**All mfg.**	**14**	**4**	**45.0**	**.0030**	**44**
Atkinson		**All mfg.**	**9**		**15.3**	**.0010**	**0**
Bacon		**All mfg.**	**8**	**3**	**58.2**	**.0039**	**56**
Baker		**All mfg.**	**1**	**1**	**3.4**	**.0002**	**100**
Baldwin		**All mfg.**	**15**	**7**	**166.8**	**.0111**	**87**
Banks		**All mfg.**	**9**	**3**	**203.0**	**.0136**	**95**
2016		Poultry-dressing plants	2	2	176.9	2.7633	100
Barrow		**All mfg.**	**22**	**13**	**216.2**	**.0144**	**89**
2328		Men's & boys' work clothing	5	4	39.2	1.1208	94
Bartow		**All mfg.**	**48**	**19**	**523.1**	**.0350**	**83**
2272		Tufted carpets & rugs	19	9	257.0	5.6351	84
Ben Hill		**All mfg.**	**22**	**6**	**141.2**	**.0094**	**62**
Berrien		**All mfg.**	**8**	**2**	**52.5**	**.0035**	**70**
2211		Cotton-weaving mills	1	1	27.7	.6138	100
Bibb	**162**	**All mfg.**	**120**	**39**	**878.7**	**.0587**	**73**
2661		Building-paper & building-board mills	1	1	39.7	5.9807	100
Bleckley		**All mfg.**	**6**	**2**	**43.6**	**.0029**	**75**

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

Industrial-strength solutions for your toughest sales and marketing problems.

If you sell or market industrial products, American Management Associations has four high-calibre courses to meet your specialized needs. Because the consumer marketing or selling approach is very often the wrong approach for the industrial market.

1. INDUSTRIAL MARKETING RESEARCH presents the newest marketing research techniques with the accent on use rather than theory. No special background in math or statistics is required.

If you're an Industrial Marketing Research Analyst with 0-2 years experience, you can learn basic research fundamentals that will help you perform your job more accurately. Industrial Sales Managers can catch up with the latest research developments.

2. MARKETING THROUGH INDUSTRIAL DISTRIBUTORS is a comprehensive three-day course on how to choose the right distributor for your company, and how to utilize them to boost your sales.

Managers who can benefit from this program include Industrial Sales Managers, Marketing Managers, Managers of Dealer Development, Regional and District Sales Managers. Experience level: 0-3 years.

3. THE INDUSTRIAL PRODUCT MANAGEMENT COURSE shows you how to launch new products with the best chance of making it in the industrial marketplace.

This course is designed for Industrial Product Managers, Market Managers, Planning Managers, Sales Managers, and Purchasing, Manufacturing, R&D, Distribution, and other industrial executives who want to understand the Industrial Product Manager's job. Experience level: 0-3 years in the industrial product management field.

4. THE AMA COURSE IN SELLING TECHNICAL/INDUSTRIAL PRODUCTS is an in-depth training course that covers every aspect of selling dynamics germane to the industrial field.

This vital program is intended for anyone who sells industrial equipment, including Systems OEM, heavy machinery, chemicals and other products requiring intensive, long-term selling. Experience level: 0-3 years.

For further information on any of these courses, contact Edwin Forti, Marketing Manager, at AMA Headquarters in New York. (212) 586-8100. Or fill in the coupon below.

AMERICAN
MANAGEMENT
ASSOCIATIONS

Mail this coupon to: Edwin Forti, American Management Associations, 135 W. 50th St.,
New York, N.Y. 10020.

YES! I want to find out more about the following AMA courses (Check the appropriate reference number):

1 2 3 4

Name ____________________

Title ____________________

Organization ____________________

Address ____________________

City ____________ State ____________ Zip ____________

Office Phone ____________________

☐ Also send me a FREE copy of AMA's all-new 1980 edition of The Course Book for Sales & Marketing Executives.

77 1247

Circle No. 124 on Reader Service Card

GEORGIA (cont.)

County SIC	Metro Area	Industry	Number Of Plants Total Plants	 Large Plants	1979 (S&MM Est.) Total Shipments ($Mil)	 % Of U.S. Shipments	 % In Large Plants
Brantley		All mfg.	2		1.9	.0001	0
Brooks		All mfg.	9	4	48.6	.0032	73
Bryan	254	All mfg.	6	2	14.9	.0010	49
Bulloch		All mfg.	23	6	116.5	.0078	50
Burke		All mfg.	15	7	88.4	.0059	76
Butts	19	All mfg.	7	3	33.5	.0022	74
Calhoun		All mfg.	6	2	16.8	.0011	43
Camden		All mfg.	8	3	140.1	.0094	92
Candler		All mfg.	6	1	19.7	.0013	23
Carroll		All mfg.	54	23	632.4	.0423	92
2311		Men's & boys' suits & coats	4	4	60.8	2.1179	100
3357		Nonferrous-wire drawing & insulating	1	1	334.8	4.4289	100
Catoosa	54	All mfg.	8	5	217.0	.0145	98
2272		Tufted carpets & rugs	2	2	185.2	4.0608	100
Charlton		All mfg.	4	1	8.2	.0005	38
Chatham	254	All mfg.	99	39	1,642.7	.1098	89
2062		Cane-sugar refining	2	2	237.6	10.1162	100
2631		Paperboard mills	2	2	142.8	1.7634	100
2643		Bags, except textile bags	2	1	242.6	5.7124	98
3715		Truck trailers	1	1	72.7	3.6977	100
Chattahoochee	63	All mfg.	1		1.0	.0001	0
Chattooga		All mfg.	14	6	197.8	.0132	93
2211		Cotton-weaving mills	1	1	72.4	1.6043	100
Cherokee	19	All mfg.	19	4	96.5	.0064	73
Clarke	18	All mfg.	61	27	516.8	.0345	84
2017		Poultry & egg processing	2	2	32.2	2.7446	100
2298		Cordage & twine	1	1	26.6	8.0338	100
3612		Transformers	1	1	55.6	2.0974	100
Clay		All mfg.	3		6.5	.0004	0
Clayton	19	All mfg.	54	13	312.1	.0209	64
Clinch		All mfg.	5	1	25.3	.0017	67
Cobb	19	All mfg.	97	19	1,265.5	.0846	84
3721		Aircraft	1	1	861.4	4.7708	100
Coffee		All mfg.	27	6	212.5	.0142	71
2016		Poultry-dressing plants	2	2	110.6	1.7277	100
Colquitt		All mfg.	39	14	263.2	.0176	63
Columbia	21	All mfg.	6	4	41.7	.0028	89
Columbus	63	All mfg.	98	44	1,243.8	.0831	88
2065		Confectionery products	1	1	64.4	1.5610	100
2211		Cotton-weaving mills	7	7	170.0	3.7671	100
2221		Synthetics- & silk-weaving mills	2	2	191.9	3.0179	100
2281		Yarn-spinning mills, except wool	6	4	58.8	1.4838	94
Cook		All mfg.	9	4	86.5	.0058	91
Coweta		All mfg.	25	13	367.3	.0245	89
3354		Aluminum extruded products	1	1	148.0	5.5828	100
Crawford		All mfg.	3		8.2	.0005	0
Crisp		All mfg.	24	5	101.6	.0068	46
Dade	54	All mfg.	6	1	24.8	.0017	18
Dawson		All mfg.	2	1	5.8	.0004	72
Decatur		All mfg.	29	12	236.4	.0158	76
De Kalb	19	All mfg.	466	114	5,535.8	.3700	84
2099		Food preparations n.e.c.	5	3	92.5	1.3536	92
2211		Cotton-weaving mills	2	2	27.5	.6094	100
2649		Converted paper products n.e.c.	1	1	66.9	4.1427	100
2711		Newspapers	5	1	87.8	.6754	92
2752		Lithographic commercial printing	16	3	104.0	1.3016	73
2842		Polishes & sanitation goods	13	7	208.0	5.8218	88
3079		Miscellaneous plastics products	21	6	87.7	.4136	67
3613		Switchgear & switchboard apparatus	10	5	63.8	1.4682	72
3644		Non-current-carrying wiring devices	2	1	69.9	4.5698	98
3711		Motor vehicles & passenger-car bodies	2	2	2,430.5	3.0673	100
3714		Motor-vehicle parts & accessories	8	2	88.6	.2850	78
3825		Electricity-measuring instruments	2	2	99.9	3.4290	100
3951		Pens & mechanical pencils	1	1	61.5	7.7661	100
Dodge		All mfg.	10	3	57.6	.0038	74
Dooly		All mfg.	5	4	46.8	.0031	98
Dougherty	3	All mfg.	47	14	721.0	.0482	82
2283		Wool-yarn mills	1	1	13.3	6.6935	100
3011		Tires & inner tubes	1	1	158.8	1.4734	100
Douglas	19	All mfg.	11		13.5	.0009	0
Early		All mfg.	6	3	146.2	.0098	96
Echols		All mfg.	1		.7		0
Effingham	254	All mfg.	7	1	28.4	.0019	21
Elbert		All mfg.	42	7	93.7	.0063	47
3281		Cut stone & stone products	31	2	27.8	5.5115	18
Emanuel		All mfg.	22	10	91.5	.0061	66
Evans		All mfg.	11	2	68.4	.0046	66
Fannin		All mfg.	6	4	34.1	.0023	88
Fayette	19	All mfg.	19	5	112.4	.0075	57
Floyd		All mfg.	59	19	772.3	.0516	80
2221		Synthetics- & silk-weaving mills	1	1	94.3	1.4830	100
2272		Tufted carpets & rugs	7	1	192.5	4.2208	82
2281		Yarn-spinning mills, except wool	1	1	79.5	2.0062	100
3612		Transformers	1	1	52.4	1.9767	100
Forsyth	19	All mfg.	10	3	61.7	.0041	62
Franklin		All mfg.	17	8	70.1	.0047	62
Fulton	19	All mfg.	325	86	2,998.2	.2004	77
2026		Fluid milk	5	4	172.4	1.2221	98
2051		Bread, cake, & related products	6	3	49.5	.5055	88
2052		Cookies & crackers	2	1	74.5	2.4038	93
2321		Men's & boys' shirts & nightwear	1	1	25.2	.7461	100
2751		Letterpress commercial printing	15	3	50.2	1.0433	73
3221		Glass containers	1	1	67.6	1.8905	100
3312		Blast furnaces & steel mills	1	1	189.1	.3754	100
3711		Motor vehicles & passenger-car bodies	1	1	763.0	.9629	100
Gilmer		All mfg.	13	7	103.6	.0069	75
Glascock		All mfg.	3	1	6.5	.0004	45
Glynn		All mfg.	34	13	521.4	.0348	89
2092		Fresh or frozen packaged seafoods	6	5	178.4	7.8397	96
2631		Paperboard mills	1	1	136.5	1.6856	100
Gordon		All mfg.	60	26	515.5	.0345	78
2272		Tufted carpets & rugs	31	14	325.9	7.1458	79
2392		House furnishings n.e.c.	4	3	88.3	3.3960	93
Grady		All mfg.	14	7	163.8	.0109	81
Greene		All mfg.	15	3	63.9	.0043	64
Gwinnett	19	All mfg.	87	22	715.7	.0478	78
3357		Nonferrous-wire drawing & insulating	1	1	307.7	4.0704	100
Habersham		All mfg.	22	10	191.8	.0128	89
Hall		All mfg.	68	28	676.2	.0452	70
2016		Poultry-dressing plants	7	5	191.9	2.9976	96
2211		Cotton-weaving mills	3	3	65.8	1.6581	100
Hancock		All mfg.	4	1	10.7	.0007	45
Haralson		All mfg.	21	10	158.8	.0106	75
2311		Men's & boys' suits & coats	4	3	56.9	1.9820	96
Harris		All mfg.	4	2	16.6	.0011	66
Hart		All mfg.	14	8	110.1	.0074	90
Heard		All mfg.	3	2	34.6	.0023	95
Henry	19	All mfg.	12	4	60.7	.0041	83
Houston	162	All mfg.	10	6	129.0	.0086	96
Irwin		All mfg.	6	1	21.8	.0015	15
Jackson		All mfg.	12	10	121.9	.0081	94
Jasper		All mfg.	9	4	62.2	.0042	87
Jeff Davis		All mfg.	11	6	71.0	.0047	85
2299		Textile goods n.e.c.	1	1	22.2	9.5197	100
Jefferson		All mfg.	27	10	165.1	.0110	75
Jenkins		All mfg.	6	3	22.9	.0015	62
Johnson		All mfg.	10	3	41.7	.0028	42
Jones	162	All mfg.	2	1	11.5	.0008	90
Lamar		All mfg.	6	5	111.2	.0074	99
2254		Knit-underwear mills	1	1	32.8	4.7052	100
Lanier		All mfg.	1	1	1.2	.0001	100
Laurens		All mfg.	26	11	215.8	.0144	71
2231		Wool-fabric weaving & finishing mills	1	1	22.6	3.7723	100
2321		Men's & boys' shirts & nightwear	3	2	27.9	.8261	93

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	1979 (S&MM Est.)				
			Number Of Plants				
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Lee	3	**All mfg.**	1	1	6.7	.0004	100
Liberty		**All mfg.**	7	3	55.0	.0037	77
Lincoln		**All mfg.**	6	2	28.2	.0019	35
Long		**All mfg.**	1		1.8	.0001	0
Lowndes		**All mfg.**	36	8	398.3	.0266	80
Lumpkin		**All mfg.**	5	1	28.7	.0019	61
McDuffie		**All mfg.**	16	6	90.4	.0060	75
3021		Rubber & plastic footwear	1	1	28.8	4.8120	100
McIntosh		**All mfg.**	4	1	21.5	.0014	46
Macon		**All mfg.**	7	3	54.2	.0036	84
Madison	18	**All mfg.**	6	4	21.2	.0014	78
Marion		**All mfg.**	2	1	6.6	.0004	65
Meriwether		**All mfg.**	18	7	157.5	.0105	85
3964		Needles, pins, & fasteners	1	1	52.3	6.4211	100
Miller		**All mfg.**	1		1.0	.0001	0
Mitchell		**All mfg.**	23	7	116.9	.0078	55
Monroe		**All mfg.**	11	7	64.8	.0043	80
Montgomery		**All mfg.**	5	3	19.3	.0013	88
Morgan		**All mfg.**	10	5	51.9	.0035	85
Murray		**All mfg.**	31	13	338.3	.0226	79
2272		Tufted carpets & rugs	22	8	266.4	5.8412	78
Newton	19	**All mfg.**	16	7	288.4	.0193	89
2824		Noncellulosic synthetic organic fibers	3	2	144.8	1.9799	96
Oconee	18	**All mfg.**	2		3.6	.0002	0
Oglethorpe	18	**All mfg.**	4	1	8.4	.0006	37
Paulding	19	**All mfg.**	8	1	19.2	.0013	33
Peach		**All mfg.**	9	3	115.8	.0077	66
Pickens		**All mfg.**	7	4	40.8	.0027	82
Pierce		**All mfg.**	7	2	25.8	.0017	36
Pike		**All mfg.**	3	1	14.0	.0009	55
Polk		**All mfg.**	24	18	340.8	.0228	91
2296		Tire cord & fabric	2	2	138.6	12.9014	100
Pulaski		**All mfg.**	5	3	32.0	.0021	80
Putnam		**All mfg.**	8	2	57.0	.0038	56
Rabun		**All mfg.**	5	3	89.1	.0060	95
Randolph		**All mfg.**	9	2	35.1	.0023	40
Richmond	21	**All mfg.**	108	37	1,049.3	.0701	79
2211		Cotton-weaving mills	3	3	57.0	1.2631	100
3255		Clay refractories	1	1	64.1	8.4991	100
Rockdale	19	**All mfg.**	31	12	242.9	.0162	77
3646		Commercial electric lighting fixtures	1	1	64.2	6.5151	100
Schley		**All mfg.**	7	2	31.5	.0021	62
Screven		**All mfg.**	10	4	64.2	.0043	73
Seminole		**All mfg.**	4		6.0	.0004	0
Spalding		**All mfg.**	35	13	252.8	.0169	71
2211		Cotton-weaving mills	4	4	97.8	2.1672	100
Stephens		**All mfg.**	31	15	310.2	.0207	84
2284		Thread mills	1	1	62.9	11.5987	100
Stewart		**All mfg.**	5	1	16.7	.0011	44
Sumter		**All mfg.**	31	7	142.2	.0095	54
Talbot		**All mfg.**	4		7.0	.0005	0
Taliaferro		**All mfg.**	2		1.7	.0001	0
Tattnall		**All mfg.**	9	2	22.2	.0015	25
Taylor		**All mfg.**	6	1	39.6	.0026	71
Telfair		**All mfg.**	11	4	80.3	.0054	70
Terrell		**All mfg.**	6	4	67.1	.0045	92
Thomas		**All mfg.**	37	9	399.0	.0267	78
2011		Meat-packing plants	1	1	233.9	.6036	100
Tift		**All mfg.**	33	11	241.6	.0161	66
Toombs		**All mfg.**	20	8	101.4	.0068	76
Towns		**All mfg.**	2		2.6	.0002	0
Treutlen		**All mfg.**	3	1	9.5	.0006	53
Troup		**All mfg.**	52	20	359.6	.0240	78
2211		Cotton-weaving mills	5	5	40.8	.9041	100
Turner		**All mfg.**	8	4	37.7	.0025	79
Twiggs	162	**All mfg.**	6	3	48.2	.0032	86
3295		Ground or treated minerals & earths	4	2	33.3	2.7246	89
Union		**All mfg.**	4	1	15.6	.0010	55
Upson		**All mfg.**	13	7	360.9	.0241	93
2211		Cotton-weaving mills	1	1	29.1	.6448	100
2221		Synthetics- & silk-weaving mills	2	2	83.9	1.3195	100
2296		Tire cord & fabric	1	1	192.3	17.9000	100

County SIC	Metro Area	Industry	1979 (S&MM Est.)				
			Number Of Plants				
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Walker	54	**All mfg.**	46	25	370.5	.0248	87
2272		Tufted carpets & rugs	7	5	128.6	2.8197	96
Walton	19	**All mfg.**	22	16	195.2	.0130	90
2211		Cotton-weaving mills	3	3	38.5	.8531	100
Ware		**All mfg.**	40	10	190.9	.0128	48
Warren		**All mfg.**	5	4	39.3	.0026	89
Washington		**All mfg.**	19	8	77.2	.0052	56
Wayne		**All mfg.**	22	6	178.1	.0119	80
2611		Pulp mills	1	1	123.1	4.6553	100
Webster		**All mfg.**	2		5.9	.0004	0
Wheeler		**All mfg.**	1	1	5.4	.0004	100
White		**All mfg.**	8	3	30.1	.0020	58
Whitfield		**All mfg.**	160	56	1,587.4	.1061	81
2211		Cotton-weaving mills	5	2	28.7	.6360	86
2272		Tufted carpets & rugs	71	37	1,281.6	28.1009	89
Wilcox		**All mfg.**	4	1	16.2	.0011	41
Wilkes		**All mfg.**	15	6	79.1	.0053	66
Wilkinson		**All mfg.**	7	2	28.4	.0019	65
Worth		**All mfg.**	10	5	68.1	.0046	67
State Total		**All mfg.**	3,751	1,280	34,832.5	2.3278	80

IDAHO

County SIC	Metro Area	Industry	Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Ada	38	**All mfg.**	83	18	420.3	.0281	54
Adams		**All mfg.**	2	1	7.2	.0005	78
Bannock	216	**All mfg.**	23	6	439.2	.0294	80
3532		Mining machinery	1	1	59.8	2.4531	100
Bear Lake		**All mfg.**	2		7.1	.0005	0
Benewah		**All mfg.**	9	2	46.9	.0031	54
Bingham		**All mfg.**	15	6	142.8	.0095	77
2034		Dehydrated fruits, vegetables, & soups	5	5	99.1	8.7948	100
Blaine		**All mfg.**	2	1	10.6	.0007	66
Boise		**All mfg.**	2	2	24.7	.0017	100
Bonner		**All mfg.**	22	5	72.7	.0049	52
Bonneville		**All mfg.**	30	10	236.9	.0158	71
Boundary		**All mfg.**	3	2	18.4	.0012	92
Camas		**All mfg.**	1		2.0	.0001	0
Canyon		**All mfg.**	57	19	504.8	.0337	68
2034		Dehydrated fruits, vegetables, & soups	2	1	86.8	7.7032	95
2451		Mobile homes	6	4	77.3	2.2531	95
Caribou		**All mfg.**	4	2	121.2	.0081	90
Cassia		**All mfg.**	10	5	131.7	.0088	92
2037		Frozen fruits & vegetables	2	2	63.6	2.0663	100
Clearwater		**All mfg.**	8	1	68.9	.0046	50
Elmore		**All mfg.**	6	1	26.8	.0018	31
Franklin		**All mfg.**	3	1	10.7	.0007	49
Fremont		**All mfg.**	2		5.2	.0003	0
Gem		**All mfg.**	4	2	25.2	.0017	88
Gooding		**All mfg.**	2		20.6	.0014	0
Idaho		**All mfg.**	12	3	56.0	.0037	45
Jefferson		**All mfg.**	4	2	64.8	.0043	64
Jerome		**All mfg.**	6	3	99.7	.0067	91

Copyright notice and rights of reproduction

The *Survey of Industrial Purchasing Power* is a copyrighted publication of Sales & Marketing Management magazine. Reproduction in any form of the data contained herein is strictly forbidden. Permission to reproduce all or any part of the data in this *Survey of Industrial Purchasing Power* may be obtained only upon written request to Sales & Marketing Management, specifying the intended use.

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
IDAHO (cont.)							
Kootenai		**All mfg.**	**24**	**10**	**173.7**	**.0116**	**74**
2421		General sawmills & planing mills	8	7	79.6	.8285	97
Latah		**All mfg.**	**12**	**3**	**58.9**	**.0039**	**56**
Lemhi		**All mfg.**	**2**		**6.2**	**.0004**	**0**
Lewis		**All mfg.**	**4**	**1**	**19.0**	**.0013**	**75**
Lincoln		**All mfg.**	**1**		**9.6**	**.0006**	**0**
Madison		**All mfg.**	**5**	**3**	**36.4**	**.0024**	**77**
Minidoka		**All mfg.**	**9**	**3**	**84.7**	**.0057**	**70**
Nez Perce		**All mfg.**	**20**	**10**	**254.7**	**.0170**	**89**
Owyhee		**All mfg.**	**1**		**3.8**	**.0003**	**0**
Payette		**All mfg.**	**7**	**1**	**40.5**	**.0027**	**51**
Power	**216**	**All mfg.**	**4**	**2**	**129.1**	**.0086**	**96**
Shoshone		**All mfg.**	**10**	**3**	**237.2**	**.0159**	**90**
Twin Falls		**All mfg.**	**34**	**7**	**263.8**	**.0176**	**49**
Valley		**All mfg.**	**1**	**1**	**5.6**	**.0004**	**100**
Washington		**All mfg.**	**4**	**2**	**20.5**	**.0014**	**68**
State Total		**All mfg.**	**450**	**138**	**3,908.1**	**.2612**	**71**
ILLINOIS							
Adams	**223**	**All mfg.**	**48**	**17**	**615.9**	**.0412**	**85**
2048		Prepared feeds n.e.c.	3	2	179.0	2.0713	98
3499		Fabricated metal products n.e.c.	2	2	77.9	2.1102	100
3563		Air & gas compressors	3	2	93.2	6.8966	96
Alexander		**All mfg.**	**10**	**2**	**66.7**	**.0045**	**72**
Bond		**All mfg.**	**6**	**1**	**31.8**	**.0021**	**19**
Boone	**235**	**All mfg.**	**18**	**8**	**1,153.9**	**.0771**	**98**
3711		Motor vehicles & passenger-car bodies	1	1	1,041.7	1.3146	100
Brown		**All mfg.**	**3**		**11.6**	**.0008**	**0**
Bureau		**All mfg.**	**31**	**8**	**168.3**	**.0112**	**65**
Carroll		**All mfg.**	**12**	**6**	**166.1**	**.0111**	**86**
Cass		**All mfg.**	**11**	**2**	**252.5**	**.0169**	**90**
Champaign	**50**	**All mfg.**	**50**	**20**	**1,108.1**	**.0741**	**83**
2079		Shortening & cooking oils n.e.c.	2	2	601.5	12.4544	100
Christian		**All mfg.**	**24**	**9**	**356.0**	**.0238**	**86**
Clark		**All mfg.**	**13**	**5**	**97.4**	**.0065**	**84**
Clay		**All mfg.**	**11**	**2**	**75.2**	**.0050**	**29**
Clinton	**240**	**All mfg.**	**11**	**2**	**36.3**	**.0024**	**39**
Coles		**All mfg.**	**48**	**22**	**525.7**	**.0351**	**86**
3641		Electric lamps	1	1	88.0	4.8810	100
Cook	**56**	**All mfg.**	**6,156**	**1,849**	**54,052.4**	**3.6123**	**81**
2011		Meat-packing plants	45	18	1,196.2	3.0868	78
2013		Sausages & other prepared meats	53	20	782.6	9.2607	79
2024		Ice cream & frozen desserts	13	5	61.7	2.9792	66
2032		Canned food specialties	8	4	130.5	4.3723	85
2033		Canned fruits & vegetables	14	8	161.1	2.3627	91
2035		Pickles, sauces, & salad dressings	18	5	219.6	7.1592	69
2037		Frozen fruits & vegetables	5	4	184.4	5.9909	99
2046		Wet corn milling	2	1	269.8	12.8525	99
2051		Bread, cake, & related products	56	31	540.6	5.5211	91
2052		Cookies & crackers	10	6	385.2	12.4290	96
2065		Confectionery products	56	26	885.2	21.4563	92
2067		Chewing gum	2	2	114.9	19.2495	100
2086		Bottled & canned soft drinks	15	8	270.1	2.7419	93
2087		Flavoring extracts & syrups n.e.c.	16	2	283.9	10.4594	62
2095		Roasted coffee	6	2	368.1	7.3095	86
2099		Food preparations n.e.c.	49	15	381.2	5.5785	68
2291		Felt goods, except woven felts & hats	13	4	46.9	27.0473	81
2311		Men's & boys' suits & coats	13	6	70.2	2.4453	89
2328		Men's & boys' work clothing	7	5	42.7	1.2208	96
2335		Women's & misses' dresses	19	5	73.1	1.5021	73
2391		Curtains & draperies	20	4	48.5	4.1832	56
2431		Millwork	34	2	87.7	2.1093	37
2499		Wood products n.e.c.	36	9	116.1	4.5984	69
2511		Wood household furniture	28	7	77.9	1.5177	62
2512		Upholstered wood household furniture	20	4	48.8	1.3499	50
2514		Metal household furniture	21	10	129.3	8.3355	83
2515		Mattresses & bedsprings	24	9	90.7	5.7848	73
2541		Wood partitions & fixtures	26	6	140.4	10.3547	77
2542		Metal partitions & fixtures	12	4	64.9	5.2910	70
2599		Furniture & fixtures n.e.c.	16	4	92.2	10.9697	64
2621		Paper mills, except building paper	9	5	118.8	.7846	81
2641		Paper coating & glazing	23	15	312.4	8.0836	90
2642		Envelopes	14	8	106.3	9.1891	85
2643		Bags, except textile bags	21	6	140.5	3.3083	67
2645		Die-cut paper & board	17	4	95.8	7.3202	58
2649		Converted paper products n.e.c.	21	8	72.8	4.5080	70
2651		Folding paperboard boxes	40	16	174.5	6.9065	76
2653		Corrugated & solid fiber boxes	66	30	469.3	6.8427	79
2654		Sanitary food containers	9	6	231.4	11.2270	96
2711		Newspapers	32	14	449.1	3.4549	92
2721		Periodicals	37	12	456.9	7.5030	76
2731		Book publishing	30	16	369.6	7.5581	89
2741		Miscellaneous publishing	24	13	191.6	10.4170	88
2751		Letterpress commercial printing	181	30	479.8	9.9715	69
2752		Lithographic commercial printing	153	37	796.6	9.9695	64
2753		Engraving & plate printing	13	3	33.4	12.0404	75
2754		Gravure commercial printing	3	3	148.3	14.5936	100
2761		Manifold business forms	12	2	106.5	4.4198	79
2771		Greeting-card publishing	10	3	47.0	4.3103	77
2782		Blankbooks & looseleaf binders	21	6	79.4	7.2070	67
2789		Bookbinding & related work	34	11	62.4	11.2250	71
2791		Typesetting	38	7	95.6	13.1265	55
2793		Photoengraving	20	3	28.3	12.7881	29
2819		Industrial inorganic chemicals n.e.c.	18	7	260.1	2.8736	82
2821		Plastics materials & synthetic resins	14	3	179.3	1.4634	65
2834		Pharmaceutical preparations	23	9	313.5	2.4490	85
2841		Soap & other detergents	24	6	422.1	6.5116	66
2842		Polishes & sanitation goods	41	10	265.2	7.4227	64
2844		Toilet preparations	33	14	819.8	10.8415	89
2851		Paints & allied products	65	21	838.5	10.9383	80
2869		Industrial organic chemicals n.e.c.	19	3	327.2	1.2940	49
2891		Adhesives & sealants	26	5	146.5	7.1750	51
2893		Printing ink	25	10	230.0	20.6556	75
2899		Chemical preparations n.e.c.	37	6	200.3	4.9077	42
2911		Petroleum refining	8	3	2,276.0	2.0654	89
2951		Paving mixtures & blocks	13	7	64.0	3.3773	83
2952		Asphalt felts & coatings	12	4	208.0	8.8259	82
2992		Lubricating oils & greases	19	6	188.1	9.2765	71
3069		Fabricated rubber products n.e.c.	48	15	157.3	3.1013	73
3079		Miscellaneous plastics products	256	71	1,123.3	5.2979	65
3143		Men's nonathletic footwear	2	2	132.5	5.8409	100
3199		Leather goods n.e.c.	14	8	46.1	12.8020	82
3229		Pressed & blown glass n.e.c.	13	3	65.1	2.4419	75
3231		Products of purchased glass	26	6	114.6	5.0536	53
3272		Concrete products n.e.c.	22	3	62.4	1.8688	52
3281		Cut stone & stone products	15	2	20.7	4.1039	52
3291		Abrasive products	12	5	115.0	5.5016	79
3293		Gaskets, packing, & sealing devices	18	7	275.8	17.8327	91
3312		Blast furnaces & steel mills	24	10	2,908.8	5.7740	97
3315		Steel wire & related products	10	5	150.8	5.6649	87
3316		Cold-rolled steel sheet, strip, & bars	33	14	286.4	9.6806	82
3317		Steel pipe & tubes	16	8	167.7	4.7184	86
3321		Gray-iron foundries	17	6	132.8	1.6570	74
3325		Steel foundries n.e.c.	13	7	76.9	3.0625	90
3341		Secondary nonferrous metals	19	10	464.2	9.8273	86
3353		Aluminum sheet, plate, & foil	2	1	678.6	8.7821	98
3356		Nonferrous rolling & drawing n.e.c.	14	3	168.2	6.4995	68
3361		Aluminum foundries	33	9	143.5	4.4632	55
3362		Brass, bronze, & copper foundries	16	3	41.9	5.3308	43
3369		Nonferrous foundries n.e.c.	18	4	43.6	4.1008	56
3399		Primary metal products n.e.c.	24	6	77.5	7.9610	60
3411		Metal cans	20	11	640[illegible]	7.9625	94

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

			Number Of Plants		1979 (S&MM Est.)		
County SIC	Metro Area	Industry	Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
3412		Metal shipping barrels, drums, & pails	14	4	92.7	10.0065	75
3423		Hand & edge tools n.e.c.	24	9	137.6	5.4712	80
3429		Hardware n.e.c.	43	16	293.8	4.9907	73
3432		Plumbing fittings & brass goods	11	5	79.0	6.1869	85
3433		Heating equipment, except electric	12	5	46.2	2.8391	77
3441		Fabricated structural metal	68	12	179.9	2.9194	55
3442		Metal doors, sash, & trim	45	5	74.0	2.7882	31
3443		Fabricated plate work (boiler shops)	30	3	141.3	1.6951	57
3444		Sheet-metal work	76	25	322.4	5.9701	73
3446		Architectural & ornamental metal work	12	3	78.2	7.4790	77
3449		Miscellaneous metal work	25	4	77.0	5.0010	46
3451		Screw-machine products	91	9	202.3	10.1546	29
3452		Bolts, nuts, rivets, & washers	67	15	352.8	9.4256	70
3462		Iron & steel forgings	45	17	330.0	11.9669	86
3465		Automotive stampings	3	3	848.3	7.7053	100
3466		Crowns & closures	6	3	158.5	23.5513	89
3469		Metal stampings n.e.c.	96	29	436.8	8.3343	70
3471		Plating & polishing	102	12	180.3	8.9916	33
3479		Metal coating & allied services n.e.c.	41	6	120.8	6.7626	44
3493		Steel springs, except wire	14	7	79.5	13.6715	83
3494		Valves & pipe fittings	29	14	291.2	5.1856	90
3495		Wire springs	15	7	104.3	10.8612	84
3496		Miscellaneous fabricated wire products	66	12	86.9	5.8459	42
3499		Fabricated metal products n.e.c.	59	15	202.9	5.4963	60
3519		Internal-combustion engines n.e.c.	1	1	110.7	1.2638	100
3523		Farm machinery & equipment	7	3	211.4	2.0611	93
3531		Construction machinery	13	6	657.7	4.4257	96
3535		Conveyors & conveying equipment	14	4	63.3	2.7969	58
3536		Hoists, industrial cranes, & monorails	6	1	53.6	5.4147	77
3537		Industrial trucks & tractors	14	7	103.5	4.5611	86
3541		Metal-cutting machine tools	40	8	63.2	3.4975	52
3542		Metal-forming machine tools	27	10	165.8	21.3165	88
3544		Special dies, tools, jigs, & fixtures	177	13	183.2	6.6250	25
3545		Machine-tool accessories	25	7	95.5	6.7827	82
3546		Power-driven hand tools	5	5	59.0	7.1033	100
3551		Food-products machinery	40	12	237.1	8.2934	69
3553		Woodworking machinery	6	1	132.0	8.1226	89
3555		Printing-trades machinery	41	10	258.9	12.1887	67
3559		Special-industry machinery n.e.c.	38	13	239.5	3.5391	69
3561		Pumps & pumping equipment	27	10	125.1	4.6961	85
3566		Speed changers, drives, & gears	12	5	81.7	8.9446	88
3567		Industrial-process furnaces & ovens	19	4	45.0	8.8513	73
3568		Power transmission equipment n.e.c.	29	14	95.8	8.3449	80
3569		General industrial machinery n.e.c.	36	10	195.5	10.0737	86
3573		Electronic computing equipment	6	4	87.2	.5109	96
3579		Office machines n.e.c.	27	16	265.8	23.4806	94
3581		Automatic merchandising machines	8	4	83.4	13.0069	91
3585		Refrigeration & heating equipment	19	8	238.5	1.6944	81
3589		Service-industry machinery n.e.c.	27	7	174.3	6.2770	69
3599		Machinery, except electrical, n.e.c.	163	16	507.7	4.9444	36
3612		Transformers	21	11	215.5	8.1293	92
3613		Switchgear & switchboard apparatus	36	12	454.1	10.4501	86
3621		Motors & generators	24	10	121.7	2.6030	80
3622		Industrial controls	20	10	124.8	4.1206	82
3633		Household laundry equipment	2	2	242.5	12.6957	100
3634		Electric housewares & fans	15	5	192.5	7.2502	88
3636		Sewing machines	6	3	104.3	32.3311	97
3639		Household appliances n.e.c.	1	1	104.9	8.3626	100
3643		Current-carrying wiring devices	22	10	92.2	4.7306	85
3644		Non-current-carrying wiring devices	7	4	231.8	15.1543	96
3645		Residential electric lighting fixtures	20	7	94.0	8.9832	74
3646		Commercial electric lighting fixtures	13	5	103.4	10.4932	83
3648		Lighting equipment n.e.c.	24	9	59.4	12.0781	74
3651		Radio & TV receiving sets	30	17	752.8	12.6413	95
3661		Telephone & telegraph apparatus	9	7	1,262.1	14.5413	99
3662		Radio & TV communication equipment	39	17	468.8	2.4021	89
3672		Cathode-ray TV picture tubes	3	3	140.3	19.2799	100
3677		Electronic coils & transformers	19	8	62.1	11.4555	76
3678		Electronic connectors	8	6	210.2	17.0825	98
3679		Electronic components n.e.c.	57	17	141.1	3.0837	72
3693		X-ray apparatus & tubes	13	8	256.9	12.9912	89
3694		Engine electrical equipment	11	6	133.2	3.3879	91
3699		Electrical equipment & supplies n.e.c.	15	2	39.4	5.4586	44
3711		Motor vehicles & passenger-car bodies	3	3	1,047.5	1.3219	100
3714		Motor-vehicle parts & accessories	63	19	596.8	1.9195	78
3743		Railroad equipment	22	12	1,157.2	21.8406	98
3751		Motorcycles, bicycles, & parts	4	3	152.2	13.2475	99
3811		Engineering & scientific instruments	22	8	141.3	6.2012	82
3822		Environmental controls	10	7	133.3	8.1350	97
3823		Industrial process-control instruments	8	4	83.8	4.1216	86
3825		Electricity-measuring instruments	15	9	157.6	5.4095	93
3829		Measuring & controlling devices n.e.c.	17	11	95.7	9.0428	91
3841		Surgical & medical instruments	16	5	90.9	4.2291	74
3842		Surgical appliances & supplies	22	7	225.0	6.9603	84
3843		Dental equipment & supplies	16	5	96.7	10.3257	81
3851		Ophthalmic goods	12	6	38.0	4.7482	86
3861		Photographic equipment & supplies	51	17	935.7	8.3675	81
3931		Musical instruments & parts	18	6	133.5	11.7126	86
3944		Games, toys, & children's vehicles	20	13	224.0	6.7527	93
3949		Sporting & athletic goods n.e.c.	29	9	103.7	3.5896	70
3953		Marking devices	16	3	35.6	12.1960	51
3993		Signs & advertising displays	85	17	249.5	12.0555	59
3999		Manufactures n.e.c.	55	13	478.1	15.1035	82
Crawford		**All mfg.**	**21**	**7**	**894.2**	**.0598**	**88**
Cumberland		**All mfg.**	**3**	**2**	**15.7**	**.0010**	**83**
De Kalb		**All mfg.**	**54**	**17**	**479.4**	**.0320**	**83**
3661		Telephone & telegraph apparatus	1	1	65.5	.7547	100
De Witt		**All mfg.**	**9**	**3**	**64.2**	**.0043**	**79**
Douglas		**All mfg.**	**13**	**5**	**246.2**	**.0165**	**89**
Du Page	**56**	**All mfg.**	**601**	**151**	**3,497.1**	**.2337**	**72**
2043		Cereal breakfast foods	2	2	172.3	6.5223	100
2099		Food preparations n.e.c.	7	4	88.8	1.2995	90
2653		Corrugated & solid fiber boxes	15	3	58.5	.8530	68
2751		Letterpress commercial printing	23	3	29.5	.6131	32
2752		Lithographic commercial printing	19	3	105.0	1.3441	53
2842		Polishes & sanitation goods	4	1	209.0	5.8498	94
3079		Miscellaneous plastics products	44	13	189.6	.8942	68
3499		Fabricated metal products n.e.c.	11	4	49.2	1.3328	73
3599		Machinery, except electrical, n.e.c.	16	3	104.9	1.0216	76
3661		Telephone & telegraph apparatus	4	2	239.6	2.7606	98
3713		Truck & bus bodies	1	1	55.6	1.6077	100
3811		Engineering & scientific instruments	4	2	39.7	1.7423	95
Edgar		**All mfg.**	**14**	**8**	**177.1**	**.0118**	**95**
Edwards		**All mfg.**	**4**	**3**	**108.0**	**.0072**	**98**
3714		Motor-vehicle parts & accessories	1	1	71.9	.2313	100
Effingham		**All mfg.**	**26**	**9**	**290.9**	**.0194**	**81**
2752		Lithographic commercial printing	1	1	73.2	.9161	100
3585		Refrigeration & heating equipment	2	2	133.3	.9470	100
Fayette		**All mfg.**	**14**	**3**	**150.7**	**.0101**	**29**
Ford		**All mfg.**	**17**	**9**	**121.7**	**.0081**	**89**
Franklin		**All mfg.**	**13**	**2**	**52.9**	**.0035**	**30**
Fulton		**All mfg.**	**11**	**4**	**207.0**	**.0138**	**83**
3523		Farm machinery & equipment	1	1	155.3	1.5141	100
Gallatin		**All mfg.**	**5**	**2**	**21.5**	**.0014**	**62**
Greene		**All mfg.**	**3**	**2**	**18.1**	**.0012**	**69**
Grundy		**All mfg.**	**26**	**9**	**309.2**	**.0207**	**79**
Hamilton		**All mfg.**	**4**	**1**	**11.0**	**.0007**	**35**
Hancock		**All mfg.**	**10**	**2**	**33.4**	**.0022**	**16**
Henry	**69**	**All mfg.**	**29**	**8**	**269.5**	**.0180**	**75**
2328		Men's & boys' work clothing	1	1	45.5	1.3009	100
Iroquois		**All mfg.**	**23**	**7**	**220.0**	**.0147**	**75**
Jackson		**All mfg.**	**16**	**6**	**118.9**	**.0079**	**67**
Jasper		**All mfg.**	**4**	**1**	**7.9**	**.0005**	**35**
Jefferson		**All mfg.**	**15**	**5**	**116.9**	**.0078**	**78**
Jersey		**All mfg.**	**3**	**2**	**17.0**	**.0011**	**88**
Jo Daviess		**All mfg.**	**15**	**4**	**118.0**	**.0079**	**57**
Johnson		**All mfg.**	**1**		**1.5**	**.0001**	**0**
Kane	**56**	**All mfg.**	**364**	**119**	**3,191.4**	**.2133**	**80**
2335		Women's & misses' dresses	1	1	4[illegible]	.9802	100
2337		Women's & misses' suits & coats	6	6	56[illegible]	2.0578	100
2522		Metal office furniture	3	2	67.5	3.9704	98
2542		Metal partitions & fixtures	6	4	83.6	6.8156	90
3079		Miscellaneous plastics products	30	7	123.0	.5801	55
3293		Gaskets, packing, & sealing devices	4	3	96.8	6.2589	98

ILLINOIS (Kane, cont.)

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	1979 (S&MM Est.) % Of U.S. Shipments	1979 (S&MM Est.) % In Large Plants
3494		Valves & pipe fittings	3	3	53.5	.9527	100
3531		Construction machinery	2	2	167.4	1.1265	100
3537		Industrial trucks & tractors	3	1	285.1	12.5639	98
3544		Special dies, tools, jigs, & fixtures	9	3	35.9	1.2982	79
3561		Pumps & pumping equipment	4	3	52.5	1.9708	96
3592		Carburetors, pistons, rings, & valves	1	1	72.8	3.3623	100
3622		Industrial controls	6	2	57.7	1.9051	91
3631		Household cooking equipment	1	1	99.1	5.5847	100
3661		Telephone & telegraph apparatus	1	1	109.0	1.2558	100
Kankakee	**130**	**All mfg.**	**68**	**30**	**1,268.4**	**.0848**	**92**
2047		Pet food	1	1	214.0	6.5427	100
2512		Upholstered wood household furniture	2	2	56.2	1.5545	100
3524		Lawn & garden equipment	1	1	62.2	3.9752	100
Kendall		**All mfg.**	**18**	**5**	**81.7**	**.0055**	**63**
Knox		**All mfg.**	**30**	**13**	**548.0**	**.0366**	**80**
3519		Internal-combustion engines n.e.c.	1	1	166.0	1.8951	100
Lake	**56**	**All mfg.**	**252**	**87**	**2,994.8**	**.2001**	**87**
2038		Frozen food specialties	1	1	134.8	3.9764	100
2834		Pharmaceutical preparations	2	2	518.0	4.0465	100
2952		Asphalt felts & coatings	1	1	123.3	5.2319	100
3079		Miscellaneous plastics products	20	5	74.3	.3504	56
3429		Hardware n.e.c.	3	2	71.7	1.2179	92
3519		Internal-combustion engines n.e.c.	1	1	442.7	5.0540	100
3531		Construction machinery	3	3	377.3	2.5389	100
La Salle		**All mfg.**	**106**	**40**	**1,117.5**	**.0747**	**81**
3211		Flat glass	1	1	116.6	6.0663	100
3221		Glass containers	2	2	165.1	4.6173	100
3714		Motor-vehicle parts & accessories	6	5	125.3	.4030	98
3873		Watches, clocks, & watchcases	3	2	108.3	7.9855	98
Lawrence		**All mfg.**	**7**	**3**	**618.6**	**.0413**	**98**
Lee		**All mfg.**	**29**	**9**	**166.3**	**.0111**	**60**
Livingston		**All mfg.**	**31**	**13**	**176.3**	**.0118**	**66**
Logan		**All mfg.**	**14**	**9**	**206.7**	**.0138**	**91**
McDonough		**All mfg.**	**21**	**8**	**159.0**	**.0106**	**76**
McHenry	**56**	**All mfg.**	**173**	**53**	**988.2**	**.0660**	**73**
3369		Nonferrous foundries n.e.c.	3	2	30.8	2.8969	96
3499		Fabricated metal products n.e.c.	6	2	80.8	2.1888	91
3622		Industrial controls	3	3	53.5	1.7664	100
3679		Electronic components n.e.c.	7	3	20.1	.4393	80
McLean	**36**	**All mfg.**	**49**	**15**	**446.6**	**.0298**	**79**
3622		Industrial controls	1	1	50.6	1.6707	100
3635		Household vacuum cleaners	1	1	168.0	24.9406	100
Macon	**72**	**All mfg.**	**67**	**26**	**2,741.8**	**.1832**	**96**
2046		Wet corn milling	1	1	359.8	17.1399	100
3011		Tires & inner tubes	1	1	233.0	2.1619	100
3322		Malleable-iron foundries	2	1	33.3	4.3001	97
3494		Valves & pipe fittings	2	2	51.7	.9206	100
3531		Construction machinery	1	1	531.4	3.5759	100
3651		Radio & TV receiving sets	1	1	129.6	2.1763	100
Macoupin		**All mfg.**	**16**	**4**	**84.0**	**.0056**	**52**
Madison	**240**	**All mfg.**	**103**	**41**	**5,639.1**	**.3769**	**97**
2911		Petroleum refining	3	3	2,817.6	2.5569	100
3221		Glass containers	1	1	143.8	4.0216	100
3312		Blast furnaces & steel mills	2	2	1,008.7	2.0023	100
3325		Steel foundries n.e.c.	2	2	66.6	2.6523	100
3351		Copper rolling & drawing	1	1	457.1	8.5643	100
3482		Small-arms ammunition	1	1	118.5	24.5240	100
3714		Motor-vehicle parts & accessories	1	1	109.9	.3535	100
Marion		**All mfg.**	**35**	**14**	**302.2**	**.0202**	**77**
Marshall		**All mfg.**	**10**	**2**	**62.3**	**.0042**	**66**
Mason		**All mfg.**	**13**	**1**	**77.7**	**.0052**	**39**
Massac		**All mfg.**	**7**	**3**	**62.9**	**.0042**	**83**
Menard	**263**	**All mfg.**	**2**	**1**	**9.5**	**.0006**	**28**
Mercer		**All mfg.**	**5**		**11.4**	**.0008**	**0**
Monroe	**240**	**All mfg.**	**4**	**1**	**40.7**	**.0027**	**72**
Montgomery		**All mfg.**	**22**	**8**	**149.7**	**.0100**	**69**
Morgan		**All mfg.**	**16**	**8**	**340.2**	**.0227**	**92**
Moultrie		**All mfg.**	**9**	**1**	**24.3**	**.0016**	**32**
Ogle		**All mfg.**	**38**	**17**	**419.6**	**.0280**	**86**
2033		Canned fruits & vegetables	3	2	59.4	.8711	96
2283		Wool-yarn mills	1	1	11.0	5.5360	100
Peoria	**209**	**All mfg.**	**135**	**24**	**1,943.4**	**.1299**	**83**
2085		Distilled liquor, except brandy	1	1	133.8	5.6202	100
3312		Blast furnaces & steel mills	1	1	422.4	.8385	100
3321		Gray-iron foundries	2	1	176.5	2.2022	99
3519		Internal-combustion engines n.e.c.	1	1	276.7	3.1589	100
3531		Construction machinery	5	3	239.1	1.6089	98
Perry		**All mfg.**	**16**	**9**	**196.3**	**.0131**	**87**
Piatt		**All mfg.**	**5**	**1**	**55.5**	**.0037**	**69**
Pike		**All mfg.**	**9**	**1**	**44.1**	**.0029**	**20**
Pulaski		**All mfg.**	**4**		**12.5**	**.0008**	**0**
Putnam		**All mfg.**	**5**	**3**	**84.1**	**.0056**	**97**
Randolph		**All mfg.**	**11**	**3**	**196.4**	**.0131**	**87**
2732		Book printing	1	1	60.9	4.4288	100
Richland		**All mfg.**	**12**	**6**	**165.8**	**.0111**	**87**
3944		Games, toys, & children's vehicles	1	1	103.4	3.1171	100
Rock Island	**69**	**All mfg.**	**104**	**43**	**2,089.2**	**.1396**	**93**
2892		Explosives	1	1	222.7	29.0997	100
3321		Gray-iron foundries	3	2	72.6	.9058	96
3523		Farm machinery & equipment	4	4	1,076.4	10.4946	100
St. Clair	**240**	**All mfg.**	**107**	**32**	**1,442.2**	**.0964**	**81**
2011		Meat-packing plants	7	3	393.8	1.0162	87
2865		Cyclic crudes & intermediates	2	2	305.9	5.3377	100
Saline		**All mfg.**	**10**	**3**	**32.3**	**.0022**	**53**
Sangamon	**263**	**All mfg.**	**58**	**13**	**785.3**	**.0525**	**84**
3531		Construction machinery	1	1	297.5	2.0019	100
3825		Electricity-measuring instruments	2	2	132.5	4.5480	100
Schuyler		**All mfg.**	**2**		**17.3**	**.0012**	**0**
Scott		**All mfg.**	**2**		**3.1**	**.0002**	**0**
Shelby		**All mfg.**	**7**		**16.7**	**.0011**	**0**
Stark		**All mfg.**	**5**		**22.1**	**.0015**	**0**
Stephenson		**All mfg.**	**33**	**12**	**443.5**	**.0296**	**86**
3011		Tires & inner tubes	1	1	116.8	1.0837	100
3643		Current-carrying wiring devices	1	1	69.0	3.5403	100
Tazewell	**209**	**All mfg.**	**48**	**12**	**2,262.0**	**.1512**	**97**
3531		Construction machinery	1	1	1,806.3	12.1548	100
3537		Industrial trucks & tractors	1	1	116.9	5.1516	100
Union		**All mfg.**	**9**	**5**	**58.4**	**.0039**	**89**
Vermilion	**67**	**All mfg.**	**82**	**36**	**1,357.2**	**.0907**	**91**
3079		Miscellaneous plastics products	2	2	57.9	.2731	100
3537		Industrial trucks & tractors	1	1	93.5	4.1204	100
3612		Transformers	3	3	46.1	1.7390	100
3711		Motor vehicles & passenger-car bodies	1	1	509.3	.6427	100
Wabash		**All mfg.**	**13**	**6**	**99.5**	**.0066**	**76**
Warren		**All mfg.**	**12**	**6**	**126.9**	**.0085**	**82**
Washington		**All mfg.**	**4**	**1**	**30.6**	**.0020**	**21**
Wayne		**All mfg.**	**8**	**2**	**65.1**	**.0044**	**81**
White		**All mfg.**	**8**	**1**	**18.9**	**.0013**	**46**
Whiteside		**All mfg.**	**44**	**15**	**773.1**	**.0517**	**86**
3312		Blast furnaces & steel mills	2	1	447.5	.8883	99
3429		Hardware n.e.c.	5	3	69.0	1.1721	89
3822		Environmental controls	1	1	75.1	4.5832	100
Will	**56**	**All mfg.**	**169**	**65**	**3,374.8**	**.2255**	**92**
2911		Petroleum refining	3	2	1,282.5	1.1638	98
3079		Miscellaneous plastics products	10	5	52.7	.2486	79
3315		Steel wire & related products	1	1	101.9	3.8279	100
3531		Construction machinery	1	1	616.3	4.1472	100
3931		Musical instruments & parts	1	1	40.8	3.5796	100
Williamson		**All mfg.**	**27**	**12**	**311.5**	**.0208**	**91**
3633		Household laundry equipment	1	1	100.3	5.2510	100
Winnebago	**235**	**All mfg.**	**340**	**100**	**2,650.4**	**.1771**	**80**
2067		Chewing gum	1	1	65.7	11.0069	100
3411		Metal cans	4	2	207.8	2.5853	96

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

DELTA AIR FREIGHT. WE'RE NO. 1 UNDER THE MOON.

Most air freight moves at night, is delivered the next day. And Delta has more night-time flights than any other airline. Which means we offer you more prime-time flights to more prime markets, over 90 of them in the U.S. and abroad.

Few shipments are too large, and none are too small. You get single-carrier responsibility, single billing and airline liability. Delta can ship anywhere in the U.S. or the world, via interline connections. Local pick-up, delivery available. In many instances, Delta Air Freight rates are lower than other freight services.

You may ship prepaid or collect, cash or approved credit. COD, Signature Service, advance charges and excess valuation available on request. For full details on rates and shipping information, just call the Delta air cargo representative nearest you.

Other Delta Air Cargo Services:

Delta Air Express gets you top priority. You can ship airport-to-airport or door-to-door.

3D™ Air Freight (Delta Density Discount)™ gives you 40% off regular freight rates. Shipments with a density of 25 lbs. or more per cubic foot get 40% discount. Applies to non-containerized shipments of 250 lbs. or more and gets the same priority as regular air freight.

Delta Air Parcel Service saves up to 50% on the cost of shipping small parcels (up to 25 lbs. each). Minimum of 10 parcels shipped door-to-door for $15 each. Airport-to-airport for $9.

DASH® (Delta Airlines Special Handling) gives your small package same-day delivery between over 80 U.S. cities. For pick-up and/or delivery call toll free (800) 638-7333 (in Baltimore, call 269-6393). You can also ship via DASH between Delta cities in the U.S. and Montreal, San Juan, Nassau, Bermuda, London, England and Frankfurt, Germany. For full details, call your local Delta cargo office.

DELTA

DELTA IS READY WHEN YOU ARE®

1979 (S&MM Est.)

County SIC	Metro Area Industry	Number Of Plants Total Plants	 Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
ILLINOIS (Winnebago, cont.)						
3429	Hardware n.e.c.	4	3	248.6	4.2229	99
3452	Bolts, nuts, rivets, & washers	13	6	235.6	6.2944	93
3541	Metal-cutting machine tools	16	9	120.5	6.6685	94
3545	Machine-tool accessories	5	2	23.1	1.6406	90
3552	Textile machinery	1	1	111.6	7.3397	100
3561	Pumps & pumping equipment	7	5	44.9	1.6855	94
3568	Power-transmission equipment n.e.c.	4	4	26.8	2.3345	100
3599	Machinery, except electrical, n.e.c.	26	1	65.3	.6360	14
3714	Motor-vehicle parts & accessories	5	5	249.4	.8022	100
3728	Aircraft equipment n.e.c.	3	1	59.5	.9644	91
Woodford	**209 All mfg.**	**18**	**3**	**75.3**	**.0050**	**36**
State Total	**All mfg.**	**10,220**	**3,179**	**106,968.3**	**7.1486**	**83**
INDIANA						
Adams	**95 All mfg.**	**40**	**16**	**320.0**	**.0214**	**78**
3676	Electronic resistors	1	1	75.3	12.3079	100
Allen	**95 All mfg.**	**200**	**65**	**3,466.2**	**.2316**	**86**
2051	Bread, cake, & related products	5	2	59.3	.6056	89
3011	Tires & inner tubes	1	1	167.7	1.5560	100
3079	Miscellaneous plastics products	13	5	71.4	.3367	67
3357	Nonferrous-wire drawing & insulating	4	3	212.0	2.8044	98
3586	Measuring & dispensing pumps	2	2	226.3	39.3292	100
3599	Machinery, except electrical, n.e.c.	6	1	166.2	1.6186	92
3612	Transformers	2	2	136.2	5.1379	100
3621	Motors & generators	3	2	206.1	4.4083	100
3651	Radio & TV receiving sets	1	1	243.1	4.0822	100
3713	Truck & bus bodies	2	1	373.4	10.7972	99
3714	Motor-vehicle parts & accessories	3	1	184.5	.5934	97
Bartholomew	**All mfg.**	**36**	**15**	**1,468.6**	**.0981**	**96**
2514	Metal household furniture	1	1	69.5	4.4804	100
3321	Gray-iron foundries	2	1	104.9	1.3088	97
3519	Internal-combustion engines n.e.c.	2	2	686.2	7.8339	100
3566	Speed changers, drives, & gears	2	2	58.5	6.4046	100
3714	Motor-vehicle parts & accessories	1	1	359.4	1.1560	100
Benton	**All mfg.**	**8**	**1**	**26.9**	**.0018**	**26**
Blackford	**All mfg.**	**20**	**10**	**181.1**	**.0121**	**90**
Boone	**117 All mfg.**	**16**	**6**	**122.5**	**.0082**	**67**
Brown	**All mfg.**	**2**		**2.6**	**.0002**	**0**
Carroll	**All mfg.**	**15**	**5**	**98.7**	**.0066**	**58**
Cass	**All mfg.**	**27**	**16**	**529.5**	**.0354**	**75**
3622	Industrial controls	2	2	53.5	1.7664	100
Clark	**158 All mfg.**	**41**	**18**	**523.4**	**.0350**	**88**
3483	Ammunition, except small-arms, n.e.c.	1	1	37.5	4.3178	100
3731	Ship building & repairing	1	1	58.1	.8765	100
Clay	**273 All mfg.**	**12**	**1**	**43.9**	**.0029**	**38**
Clinton	**All mfg.**	**27**	**10**	**298.8**	**.0200**	**42**
Crawford	**All mfg.**	**1**		**1.1**	**.0001**	**0**
Daviess	**All mfg.**	**16**	**5**	**141.6**	**.0095**	**72**
Dearborn	**57 All mfg.**	**13**	**7**	**455.3**	**.0304**	**97**
2085	Distilled liquor, except brandy	2	2	365.2	15.3400	100
Decatur	**All mfg.**	**12**	**6**	**136.2**	**.0091**	**72**
De Kalb	**93 All mfg.**	**40**	**17**	**535.8**	**.0358**	**89**
3714	Motor-vehicle parts & accessories	4	2	86.1	.2769	92
Delaware	**[illegible] All mfg.**	**91**	**24**	**1,186.4**	**.0793**	**87**
3612	Transformers	1	1	60.0	2.2634	100
3691	Storage batteries	1	1	104.6	4.8574	100
3714	Motor-vehicle parts & accessories	2	2	341.3	1.0978	100
3823	Industrial process-control instruments	1	1	79.3	3.9101	100
Dubois	**All mfg.**	**61**	**27**	**369.8**	**.0247**	**78**
2434	Wood kitchen cabinets	4	3	51.3	4.5390	95
2511	Wood household furniture	9	4	55.2	1.0754	79
2521	Wood office furniture	10	7	50.0	10.9457	85
Elkhart	**79 All mfg.**	**343**	**118**	**2,638.5**	**.1763**	**76**
2434	Wood kitchen cabinets	6	3	48.3	4.2736	89
2451	Mobile homes	34	14	278.8	8.1261	77
2834	Pharmaceutical preparations	3	3	364.4	2.8466	100
3069	Fabricated rubber products n.e.c.	8	5	69.5	1.3702	90
3442	Metal doors, sash, & trim	10	7	59.2	2.2306	89
3494	Valves & pipe fittings	2	1	133.5	2.3773	97
3676	Electronic resistors	1	1	43.0	7.0284	100
3732	Boat building & repairing	6	3	53.9	2.3851	87
3792	Travel trailers & campers	52	18	316.8	15.4003	72
3931	Musical instruments & parts	9	5	90.1	7.9049	91
Fayette	**All mfg.**	**16**	**11**	**732.2**	**.0489**	**98**
3585	Refrigeration & heating equipment	2	2	322.1	2.2883	100
3639	Household appliances n.e.c.	1	1	104.9	8.3626	100
3714	Motor-vehicle parts & accessories	3	3	235.2	.7565	100
Floyd	**158 All mfg.**	**40**	**17**	**317.3**	**.0212**	**77**
Fountain	**All mfg.**	**11**	**8**	**163.7**	**.0109**	**97**
3325	Steel foundries n.e.c.	1	1	47.3	1.8837	100
Franklin	**All mfg.**	**4**	**2**	**56.8**	**.0038**	**82**
Fulton	**All mfg.**	**26**	**11**	**159.2**	**.0106**	**73**
Gibson	**85 All mfg.**	**14**	**6**	**706.9**	**.0472**	**92**
2011	Meat-packing plants	1	1	409.3	1.0562	100
3613	Switchgear & switchboard apparatus	1	1	201.9	4.6463	100
Grant	**167 All mfg.**	**56**	**19**	**1,227.6**	**.0820**	**91**
3221	Glass containers	3	3	106.5	2.9784	100
3357	Nonferrous-wire drawing & insulating	2	2	153.8	2.0345	100
3465	Automotive stampings	1	1	382.7	3.4762	100
3672	Cathode-ray TV picture tubes	1	1	96.8	13.3022	100
3714	Motor-vehicle parts & accessories	2	2	197.5	.6352	100
Greene	**All mfg.**	**10**	**2**	**61.0**	**.0041**	**70**
Hamilton	**117 All mfg.**	**34**	**13**	**267.6**	**.0179**	**70**
Hancock	**117 All mfg.**	**14**	**4**	**123.4**	**.0082**	**74**
Harrison	**All mfg.**	**11**	**5**	**80.1**	**.0054**	**82**
Hendricks	**117 All mfg.**	**10**	**2**	**54.6**	**.0036**	**71**
Henry	**All mfg.**	**28**	**9**	**228.0**	**.0152**	**77**
Howard	**136 All mfg.**	**40**	**20**	**1,510.9**	**.1010**	**96**
3312	Blast furnaces & steel mills	1	1	220.6	.4379	100
3369	Nonferrous foundries n.e.c.	1	1	58.6	5.5117	100
3651	Radio & TV receiving sets	1	1	648.3	10.8865	100
3714	Motor-vehicle parts & accessories	3	3	380.3	1.2232	100
Huntington	**All mfg.**	**48**	**18**	**395.8**	**.0265**	**75**
3677	Electronic coils & transformers	2	2	32.6	6.0137	100
3679	Electronic components n.e.c.	1	1	34.9	.7627	100
Jackson	**All mfg.**	**45**	**19**	**381.0**	**.0255**	**82**
3079	Miscellaneous plastics products	4	3	71.3	.3363	98
Jasper	**All mfg.**	**12**	**5**	**112.7**	**.0075**	**74**
Jay	**All mfg.**	**16**	**9**	**235.5**	**.0157**	**89**
3221	Glass containers	1	1	63.9	1.7871	100
Jefferson	**All mfg.**	**20**	**10**	**244.1**	**.0163**	**88**
3621	Motors & generators	1	1	69.7	1.4908	100
Jennings	**All mfg.**	**14**	**4**	**97.6**	**.0065**	**70**
Johnson	**117 All mfg.**	**19**	**10**	**226.4**	**.0151**	**87**
3714	Motor-vehicle parts & accessories	2	2	97.1	.3123	100
Knox	**All mfg.**	**19**	**8**	**199.3**	**.0133**	**75**
Kosciusko	**All mfg.**	**69**	**29**	**584.6**	**.0391**	**78**
3841	Surgical & medical instruments	1	1	72.6	3.3777	100
La Grange	**All mfg.**	**24**	**9**	**268.1**	**.0179**	**80**
3792	Travel trailers & campers	3	3	107.9	5.2452	100
Lake	**100 All mfg.**	**192**	**86**	**7,052.2**	**.4713**	**93**
2869	Industrial organic chemicals n.e.c.	1	1	297.0	1.1746	100
2911	Petroleum refining	5	3	1,812.5	1.6448	93
3241	Hydraulic cement	1	1	112.6	3.0150	100
3312	Blast furnaces & steel mills	5	4	2,110.4	4.1892	100
3316	Cold-rolled steel sheet, strip, & bars	6	5	178.6	6.0368	97
3325	Steel foundries n.e.c.	3	3	67.1	2.6722	100
3341	Secondary nonferrous metals	4	2	413.1	8.7454	93
3441	Fabricated structural metal	13	3	217.4	3.5280	90
3443	Fabricated plate work (boiler shops)	3	3	162.6	1.9507	100
3465	Automotive stampings	1	1	191.3	1.7376	100
3714	Motor-vehicle parts & accessories	2	2	98.9	.3181	100

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
3743	Railroad equipment		5	5	175.6	3.3142	100
La Porte	**172**	**All mfg.**	**97**	**45**	**1,116.6**	**.0746**	**87**
3079	Miscellaneous plastics products		10	6	68.4	.3226	81
3523	Farm machinery & equipment		1	1	186.3	1.8164	100
3563	Air & gas compressors		2	2	45.9	3.3965	100
Lawrence		**All mfg.**	**31**	**12**	**478.0**	**.0319**	**91**
3361	Aluminum foundries		1	1	89.6	2.7868	100
3714	Motor-vehicle parts & accessories		3	3	246.2	.7919	100
Madison	**12**	**All mfg.**	**57**	**26**	**2,007.6**	**.1342**	**96**
3647	Vehicular lighting equipment		1	1	429.4	43.1471	100
3691	Storage batteries		1	1	313.8	14.5723	100
3694	Engine electrical equipment		1	1	658.0	16.7362	100
Marion	**117**	**All mfg.**	**575**	**190**	**8,456.5**	**.5651**	**88**
2051	Bread, cake, & related products		8	6	80.9	.8262	96
2086	Bottled & canned soft drinks		5	4	82.3	.8355	96
2653	Corrugated & solid fiber boxes		8	3	261.7	3.8158	95
2711	Newspapers		4	1	64.4	.4954	94
2731	Book publishing		7	4	75.5	1.5439	90
2752	Lithographic commercial printing		16	3	82.3	1.0300	51
2834	Pharmaceutical preparations		3	3	594.7	4.6457	100
3432	Plumbing fittings & brass goods		1	1	81.4	6.3748	100
3443	Fabricated plate work (boiler shops)		5	2	60.0	.7198	84
3489	Ordnance & accessories n.e.c.		1	1	109.4	13.1459	100
3499	Fabricated metal products n.e.c.		13	4	54.4	1.4736	67
3519	Internal-combustion engines n.e.c.		2	2	940.7	10.7393	100
3544	Special dies, tools, jigs, & fixtures		19	2	27.5	.9945	23
3562	Ball & roller bearings		2	2	41.5	2.1441	100
3564	Blowers & exhaust & ventilation fans		5	4	70.2	6.2533	97
3568	Power-transmission equipment n.e.c.		3	3	142.9	12.4477	100
3585	Refrigeration & heating equipment		6	3	242.5	1.7228	95
3643	Current-carrying wiring devices		2	1	138.8	7.1216	99
3651	Radio & TV receiving sets		4	3	248.1	4.1662	98
3652	Phonograph records & pre-recorded tape		2	1	47.1	5.7271	93
3661	Telephone & telegraph apparatus		1	1	381.6	4.3966	100
3662	Radio & TV communication equipment		4	3	307.1	1.5736	99
3694	Engine electrical equipment		2	1	159.5	4.0569	99
3713	Truck & bus bodies		2	1	233.1	6.7403	99
3714	Motor-vehicle parts & accessories		11	8	327.2	1.0524	96
Marshall	**261**	**All mfg.**	**62**	**16**	**378.4**	**.0253**	**66**
Martin		**All mfg.**	**7**	**5**	**101.3**	**.0068**	**92**
Miami		**All mfg.**	**31**	**16**	**224.5**	**.0150**	**75**
Monroe	**37**	**All mfg.**	**28**	**9**	**718.2**	**.0480**	**90**
3632	Household refrigerators & freezers		1	1	173.4	6.3839	100
3651	Radio & TV receiving sets		1	1	324.2	5.4441	100
3662	Radio & TV communication equipment		1	1	69.6	.3566	100
Montgomery		**All mfg.**	**28**	**13**	**269.1**	**.0180**	**78**
2732	Book printing		1	1	101.6	7.3886	100
Morgan	**117**	**All mfg.**	**15**	**5**	**69.6**	**.0047**	**72**
Newton		**All mfg.**	**9**	**6**	**53.6**	**.0036**	**72**
Noble		**All mfg.**	**46**	**17**	**343.8**	**.0230**	**74**
3079	Miscellaneous plastics products		5	2	55.0	.2594	82
Orange		**All mfg.**	**13**	**6**	**103.6**	**.0069**	**82**
Owen		**All mfg.**	**6**	**1**	**17.6**	**.0012**	**39**
Parke		**All mfg.**	**5**	**1**	**20.9**	**.0014**	**23**
Perry		**All mfg.**	**13**	**8**	**225.3**	**.0151**	**77**
Pike		**All mfg.**	**1**		**3.2**	**.0002**	**0**
Porter	**100**	**All mfg.**	**38**	**18**	**2,716.5**	**.1815**	**98**
3312	Blast furnaces & steel mills		3	3	2,427.1	4.8178	100
Posey	**85**	**All mfg.**	**11**	**4**	**392.4**	**.0262**	**90**
3443	Fabricated plate work (boiler shops)		1	1	74.4	.8926	100
Pulaski		**All mfg.**	**9**	**2**	**65.5**	**.0044**	**41**
Putnam		**All mfg.**	**8**	**6**	**149.6**	**.0100**	**99**
Randolph		**All mfg.**	**31**	**11**	**260.0**	**.0174**	**79**
3221	Glass containers		1	1	58.7	1.6416	100
3369	Nonferrous foundries n.e.c.		1	1	29.3	2.7558	100
Ripley		**All mfg.**	**15**	**8**	**119.3**	**.0080**	**82**
3995	Burial caskets		1	1	41.5	6.8290	100
Rush		**All mfg.**	**11**	**3**	**81.8**	**.0055**	**55**
St. Joseph	**261**	**All mfg.**	**195**	**55**	**2,021.2**	**.1351**	**78**
3069	Fabricated rubber products n.e.c.		3	1	202.8	3.9983	99
3079	Miscellaneous plastics products		16	5	76.0	.3584	58
3562	Ball & roller bearings		2	2	32.3	1.6688	100
3644	Non-current-carrying wiring devices		2	1	70.9	4.6352	96
3711	Motor vehicles & passenger-car bodies		1	1	231.4	.2920	100
3714	Motor-vehicle parts & accessories		5	3	317.6	1.0215	97
3728	Aircraft equipment n.e.c.		2	2	110.5	1.7911	100
Scott		**All mfg.**	**12**	**4**	**300.1**	**.0201**	**92**
2032	Canned food specialties		1	1	206.4	6.9153	100
Shelby	**117**	**All mfg.**	**35**	**10**	**382.4**	**.0256**	**54**
3567	Industrial-process furnaces & ovens		1	1	23.1	4.5437	100
Spencer		**All mfg.**	**12**	**5**	**146.7**	**.0098**	**80**
Starke		**All mfg.**	**10**	**3**	**48.3**	**.0032**	**68**
Steuben		**All mfg.**	**27**	**6**	**154.7**	**.0103**	**53**
Sullivan	**273**	**All mfg.**	**6**	**2**	**27.7**	**.0019**	**60**
Switzerland		**All mfg.**	**3**	**2**	**18.8**	**.0013**	**84**
Tippecanoe	**138**	**All mfg.**	**52**	**28**	**1,126.8**	**.0753**	**84**
2439	Structural wood members n.e.c.		2	1	57.4	6.6900	98
3354	Aluminum extruded products		1	1	193.3	7.2916	100
3714	Motor-vehicle parts & accessories		1	1	179.6	.5777	100
Tipton	**136**	**All mfg.**	**8**	**3**	**77.6**	**.0052**	**80**
Union		**All mfg.**	**3**	**2**	**67.1**	**.0045**	**95**
Vanderburgh	**85**	**All mfg.**	**124**	**53**	**2,209.7**	**.1477**	**90**
2834	Pharmaceutical preparations		1	1	359.7	2.8099	100
3079	Miscellaneous plastics products		11	5	108.3	.5108	36
3632	Household refrigerators & freezers		1	1	520.4	19.1591	100
Vermillion	**273**	**All mfg.**	**9**	**5**	**87.1**	**.0058**	**91**
Vigo	**273**	**All mfg.**	**62**	**33**	**1,161.5**	**.0776**	**91**
3652	Phonograph records & pre-recorded tape		1	1	153.3	18.6406	100
Wabash		**All mfg.**	**37**	**19**	**497.6**	**.0333**	**81**
3069	Fabricated rubber products n.e.c.		1	1	67.9	1.3387	100
Warrick	**85**	**All mfg.**	**12**	**3**	**491.2**	**.0328**	**94**
3334	Primary aluminum		1	1	446.9	7.3750	100
Washington		**All mfg.**	**15**	**8**	**129.2**	**.0086**	**81**
Wayne		**All mfg.**	**72**	**29**	**1,106.1**	**.0739**	**91**
3357	Nonferrous-wire drawing & insulating		1	1	224.4	2.9685	100
3592	Carburetors, pistons, rings, & valves		2	2	284.7	13.1489	100
Wells	**95**	**All mfg.**	**18**	**6**	**207.8**	**.0139**	**78**
3621	Motors & generators		1	1	99.6	2.1303	100
White		**All mfg.**	**16**	**5**	**99.2**	**.0066**	**69**
Whitley		**All mfg.**	**25**	**9**	**187.1**	**.0125**	**82**
State Total		**All mfg.**	**3,713**	**1,421**	**56,954.3**	**3.8062**	**87**

IOWA

County SIC	Metro Area	Industry	Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Adair		**All mfg.**	**4**	**1**	**12.6**	**.0008**	**44**
Allamakee		**All mfg.**	**7**	**5**	**74.3**	**.0050**	**62**
Appanoose		**All mfg.**	**12**	**3**	**84.8**	**.0057**	**67**
Audubon		**All mfg.**	**4**		**13.2**	**.0009**	**0**
Benton		**All mfg.**	**11**		**42.1**	**.0028**	**0**
Black Hawk	**288**	**All mfg.**	**84**	**25**	**1,436.3**	**.0960**	**88**
2011	Meat-packing plants		1	1	350.8	.9052	100
3489	Ordnance & accessories n.e.c.		1	1	36.5	4.3860	100
3523	Farm machinery & equipment		8	5	659.1	6.4260	98
Boone		**All mfg.**	**15**	**3**	**57.1**	**.0038**	**53**
Bremer		**All mfg.**	**12**	**2**	**93.8**	**.0063**	**81**
Buchanan		**All mfg.**	**11**		**33.8**	**.0023**	**0**
Buena Vista		**All mfg.**	**9**	**3**	**117.0**	**.0078**	**92**
Butler		**All mfg.**	**2**	**1**	**13.4**	**.0009**	**63**
Calhoun		**All mfg.**	**4**		**12.1**	**.0008**	**0**
Carroll		**All mfg.**	**14**	**2**	**82.3**	**.0055**	**57**
Cass		**All mfg.**	**14**	**1**	**45.8**	**.0031**	**18**
Cedar		**All mfg.**	**7**		**24.3**	**.0016**	**0**
Cerro Gordo		**All mfg.**	**40**	**7**	**333.3**	**.0223**	**55**
Cherokee		**All mfg.**	**10**	**2**	**163.7**	**.0109**	**83**
Chickasaw		**All mfg.**	**8**	**2**	**87.4**	**.0058**	**59**
Clarke		**All mfg.**	**8**	**2**	**40.6**	**.0027**	**61**
Clay		**All mfg.**	**15**	**3**	**89.4**	**.0060**	**43**
Clayton		**All mfg.**	**11**	**1**	**29.1**	**.0019**	**34**
Clinton		**All mfg.**	**39**	**20**	**689.3**	**.0461**	**90**
2046	Wet corn milling		1	1	234.6	11.1757	100
3079	Miscellaneous plastics products		3	3	90.7	.4278	100
Crawford		**All mfg.**	**12**	**4**	**267.0**	**.0178**	**88**
2011	Meat-packing plants		5	4	251.7	.6495	93

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
IOWA (cont.)							
Dallas		**All mfg.**	12	1	193.4	.0129	85
Davis		**All mfg.**	4		10.1	.0007	0
Decatur		**All mfg.**	6	1	19.5	.0013	15
Delaware		**All mfg.**	12	2	80.0	.0053	25
Des Moines		**All mfg.**	41	14	351.2	.0235	77
3531		Construction machinery	1	1	127.6	.8586	100
Dickinson		**All mfg.**	9	2	69.0	.0046	71
Dubuque	76	**All mfg.**	63	18	1,251.6	.0836	91
2011		Meat-packing plants	1	1	467.8	1.2072	100
3531		Construction machinery	1	1	456.9	3.0745	100
Emmet		**All mfg.**	8	2	47.6	.0032	69
Fayette		**All mfg.**	14	1	58.7	.0039	14
Floyd		**All mfg.**	7	2	192.2	.0128	93
3523		Farm machinery & equipment	1	1	155.3	1.5141	100
Franklin		**All mfg.**	8	2	36.6	.0024	50
Fremont		**All mfg.**	2		6.0	.0004	0
Greene		**All mfg.**	8	3	38.1	.0025	69
Grundy		**All mfg.**	8	1	27.6	.0018	19
Guthrie		**All mfg.**	1		1.8	.0001	0
Hamilton		**All mfg.**	15	2	141.5	.0095	56
Hancock		**All mfg.**	7	1	23.2	.0016	31
Hardin		**All mfg.**	21	2	172.7	.0115	33
Harrison		**All mfg.**	2		3.6	.0002	0
Henry		**All mfg.**	11	5	86.8	.0058	85
Howard		**All mfg.**	4	1	18.2	.0012	63
Humboldt		**All mfg.**	11		36.0	.0024	0
Ida		**All mfg.**	5		13.1	.0009	0
Iowa		**All mfg.**	15	5	212.4	.0142	87
3631		Household cooking equipment	1	1	51.9	2.9248	100
3632		Household refrigerators & freezers	1	1	123.2	4.5357	100
Jackson		**All mfg.**	12	1	89.5	.0060	46
Jasper		**All mfg.**	19	4	464.7	.0311	89
3633		Household laundry equipment	1	1	363.8	19.0461	100
Jefferson		**All mfg.**	13	8	77.4	.0052	75
Johnson	118	**All mfg.**	22	8	246.1	.0164	83
Jones		**All mfg.**	9	2	33.4	.0022	46
Keokuk		**All mfg.**	1	1	16.3	.0011	100
Kossuth		**All mfg.**	10	3	93.5	.0062	51
Lee		**All mfg.**	35	19	561.8	.0375	92
3069		Fabricated rubber products n.e.c.	1	1	59.9	1.1810	100
3951		Pens & mechanical pencils	1	1	55.9	7.0590	100
Linn	49	**All mfg.**	98	33	2,197.1	.1468	81
2011		Meat-packing plants	1	1	584.7	1.5088	100
2043		Cereal breakfast foods	2	2	200.0	7.5709	100
3531		Construction machinery	3	3	359.2	2.4171	100
3613		Switchgear & switchboard apparatus	1	1	53.8	1.2381	100
3662		Radio & TV communication equipment	1	1	208.8	1.0699	100
Louisa		**All mfg.**	3	1	61.4	.0041	95
Lucas		**All mfg.**	3	1	8.2	.0005	72
Lyon		**All mfg.**	2	1	6.3	.0004	63
Madison		**All mfg.**	1		1.5	.0001	0
Mahaska		**All mfg.**	15	3	64.5	.0043	36
Marion		**All mfg.**	10	3	182.1	.0122	88
2431		Millwork	1	1	49.7	1.1954	100
Marshall		**All mfg.**	35	10	350.0	.0234	76
Mills		**All mfg.**	2	2	98.1	.0066	100
Mitchell		**All mfg.**	4		8.4	.0006	0
Monona		**All mfg.**	1		2.7	.0002	0
Monroe		**All mfg.**	6	2	38.6	.0026	86
Montgomery		**All mfg.**	13	5	86.6	.0058	75
Muscatine		**All mfg.**	45	14	624.3	.0417	85
2522		Metal office furniture	1	1	60.0	3.5292	100
O'Brien		**All mfg.**	6	1	274.8	.0184	51
Osceola		**All mfg.**	4	1	24.1	.0016	57
Page		**All mfg.**	16	4	108.1	.0072	66
Palo Alto		**All mfg.**	8	1	70.6	.0047	11
Plymouth		**All mfg.**	11	1	59.1	.0039	15
Pocahontas		**All mfg.**	6	2	38.0	.0025	71
Polk	74	**All mfg.**	183	44	1,952.9	.1305	68
2721		Periodicals	1	1	90.5	1.4861	100
3011		Tires & inner tubes	2	2	335.4	3.1120	100
3523		Farm machinery & equipment	4	3	210.7	2.0543	97
3524		Lawn & garden equipment	2	2	88.0	5.6241	100
Pottawattamie	200	**All mfg.**	27	7	179.2	.0120	67
Poweshiek		**All mfg.**	16	4	68.4	.0046	51
Ringgold		**All mfg.**	1		.7		0
Sac		**All mfg.**	9	1	34.7	.0023	39
Scott	69	**All mfg.**	100	28	2,000.2	.1337	87
2011		Meat-packing plants	1	1	243.0	.6271	100
3353		Aluminum sheet, plate, & foil	2	2	562.6	7.7369	100
3531		Construction machinery	3	3	547.1	3.6815	100
Shelby		**All mfg.**	6		29.2	.0020	0
Sioux		**All mfg.**	27	4	161.8	.0108	40
Story		**All mfg.**	21	4	148.0	.0099	61
Tama		**All mfg.**	5	2	64.6	.0043	83
Taylor		**All mfg.**	3	2	11.8	.0008	92
Union		**All mfg.**	7		21.3	.0014	0
Van Buren		**All mfg.**	6	1	26.5	.0018	59
Wapello		**All mfg.**	18	5	228.2	.0153	82
3523		Farm machinery & equipment	3	2	137.8	1.3435	96
Warren	74	**All mfg.**	9	1	33.2	.0022	32
Washington		**All mfg.**	12	4	137.1	.0092	45
Wayne		**All mfg.**	7	1	23.7	.0016	16
Webster		**All mfg.**	33	12	550.4	.0368	78
2011		Meat-packing plants	2	2	280.8	.7246	100
Winnebago		**All mfg.**	16	4	151.1	.0101	82
Winneshiek		**All mfg.**	9	1	28.6	.0019	10
Woodbury	259	**All mfg.**	79	22	920.7	.0615	57
3651		Radio & TV receiving sets	1	1	129.6	2.1763	100
Worth		**All mfg.**	2		4.5	.0003	0
Wright		**All mfg.**	14	1	286.5	.0191	48
State Total		**All mfg.**	1,667	431	19,884.1	1.3288	75
KANSAS							
Allen		**All mfg.**	19	5	133.1	.0089	66
Anderson		**All mfg.**	9		20.8	.0014	0
Atchison		**All mfg.**	17	4	200.9	.0134	74
3743		Railroad equipment	1	1	85.7	1.6175	100
Barber		**All mfg.**	3	1	21.9	.0015	56
Barton		**All mfg.**	28	5	185.5	.0124	66
Bourbon		**All mfg.**	18	4	54.6	.0036	42
Brown		**All mfg.**	8	2	27.9	.0019	51
Butler	292	**All mfg.**	25	9	1,369.4	.0915	96
2911		Petroleum refining	3	3	1,240.4	1.1256	100
Chase		**All mfg.**	1		1.6	.0001	0
Cherokee		**All mfg.**	19	4	71.7	.0048	35
Clay		**All mfg.**	7	2	64.5	.0043	72
Cloud		**All mfg.**	11	1	30.5	.0020	15
Coffey		**All mfg.**	2	1	12.2	.0008	89
Comanche		**All mfg.**	3		10.3	.0007	0
Cowley		**All mfg.**	28	12	624.6	.0417	91
Crawford		**All mfg.**	30	9	298.8	.0200	56
Decatur		**All mfg.**	2		5.5	.0004	0
Dickinson		**All mfg.**	14	1	57.8	.0039	17
Doniphan		**All mfg.**	5	1	31.1	.0021	27
Douglas	147	**All mfg.**	42	11	310.4	.0207	74
Edwards		**All mfg.**	6	1	52.8	.0035	74
Ellis		**All mfg.**	10	1	60.3	.0040	38
Ellsworth		**All mfg.**	6	2	26.0	.0017	71
Finney		**All mfg.**	19	3	134.8	.0090	66
Ford		**All mfg.**	27	3	144.3	.0096	26
Franklin		**All mfg.**	18	2	51.9	.0035	31
Geary		**All mfg.**	10	3	68.0	.0045	77

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

LONG DISTANCE FOR LESS.

NEW EXPANDED SERVICE.

More cities, more ways to save! Now ITT gives you coast-to-coast phone service – at savings up to 86%.

No matter how many long distance calls you (or your company) make each month, your phone bills are higher than they should be.

ITT will show you how to cut them drastically -- regardless of how you choose to make your long distance calls.

Take our CITY-CALL℠ service, for example. You can phone from any pushbutton phone in much of the U.S. now. And we'll save you up to 86% on a single call.

Wish you could afford a private line? Our SPNS (Switched Private Network Service) gives you many of the advantages at far less cost. It's now available between 29 major cities and 12 more will be added soon.

And if you make enough calls for a WATS line, our competitive SPNS OFF-NET service gives you cost savings to more than 100 metropolitan areas automatically.

More people are getting long distance for less via ITT each month. Send in our coupon for more information.

Or call 800-221-7267 toll free. (In New York City, 212-558-9600.)

SMM 04

USTS
A unit of International Telephone and
Telegraph Corporation
P.O. Box 732
Bowling Green Station
New York, NY 10004

I want long distance for less. Tell me more about:

CITY-CALL___ SPNS___ SPNS OFF-NET___

Name____________________

Title____________________

Firm____________________

Address____________________

City__________ State_____ Zip_____

Phone____________________

For further information circle No. 119 on Reader Service Card

ITT
U.S. Transmission Systems, Inc.

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
KANSAS (cont)							
Gove		**All mfg.**	1		5.8	.0004	0
Grant		**All mfg.**	6	1	61.1	.0041	13
Greeley		**All mfg.**	1		3.7	.0002	0
Greenwood		**All mfg.**	3		8.2	.0005	0
Harper		**All mfg.**	7		18.3	.0012	0
Harvey		**All mfg.**	35	6	208.8	.0140	57
3523		Farm machinery & equipment	3	1	90.0	.8775	95
Haskell		**All mfg.**	1		10.6	.0007	0
Jackson		**All mfg.**	2	1	42.8	.0029	96
Jefferson	276	**All mfg.**	4		15.6	.0010	0
Jewell		**All mfg.**	1	1	41.0	.0027	100
Johnson	132	**All mfg.**	164	36	1,160.5	.0776	76
3581		Automatic merchandising machines	1	1	70.1	10.9326	100
3662		Radio & TV communication equipment	3	2	84.6	.4335	94
3679		Electronic component, n.e.c.	11	4	24.1	.5267	80
Kearny		**All mfg.**	1		3.2	.0002	0
Kingman		**All mfg.**	5		14.9	.0010	0
Kiowa		**All mfg.**	1		3.2	.0002	0
Labette		**All mfg.**	38	10	122.6	.0082	57
Leavenworth		**All mfg.**	21	4	115.0	.0077	59
Lincoln		**All mfg.**	3		5.3	.0004	0
Linn		**All mfg.**	6		8.4	.0006	0
Logan		**All mfg.**	1		1.1	.0001	0
Lyon		**All mfg.**	24	7	421.9	.0282	90
2011		Meat-packing plants	2	2	275.5	.7109	100
McPherson		**All mfg.**	37	7	587.5	.0393	86
Marion		**All mfg.**	13	2	55.4	.0037	60
Marshall		**All mfg.**	7	2	26.3	.0018	78
Meade		**All mfg.**	1		1.9	.0001	0
Miami		**All mfg.**	12	3	52.4	.0035	79
Mitchell		**All mfg.**	6	2	50.8	.0034	81
Montgomery		**All mfg.**	63	18	378.4	.0253	61
Morris		**All mfg.**	4		10.6	.0007	0
Morton		**All mfg.**	3		5.3	.0004	0
Nemaha		**All mfg.**	5	2	32.7	.0022	51
Neosho		**All mfg.**	32	8	225.3	.0151	40
Ness		**All mfg.**	1		1.6	.0001	0
Norton		**All mfg.**	3		6.0	.0004	0
Osage	276	**All mfg.**	3	1	13.4	.0009	56
Osborne		**All mfg.**	8		36.4	.0024	0
Ottawa		**All mfg.**	2	1	14.8	.0010	57
Pawnee		**All mfg.**	5		14.6	.0010	0
Phillips		**All mfg.**	2		21.8	.0015	0
Pottawatomie		**All mfg.**	6	2	43.4	.0029	76
Pratt		**All mfg.**	8		23.5	.0016	0
Rawlins		**All mfg.**	2		5.9	.0004	0
Reno		**All mfg.**	78	22	553.8	.0370	73
3561		Pumps & pumping equipment	1	1	38.5	1.4452	100
Republic		**All mfg.**	6		12.3	.0008	0
Rice		**All mfg.**	9	2	237.9	.0159	81
Riley		**All mfg.**	11	2	66.7	.0045	69
Rooks		**All mfg.**	2	1	8.6	.0006	66
Rush		**All mfg.**	4		8.3	.0006	0
Russell		**All mfg.**	9	1	21.5	.0014	46
Saline		**All mfg.**	48	12	378.6	.0253	78
2038		Frozen food specialties	1	1	112.3	3.3127	100
Scott		**All mfg.**	4		26.5	.0018	0
Sedgwick	292	**All mfg.**	343	69	4,642.2	.3102	86
2011		Meat-packing plants	6	4	358.1	.9241	92
3079		Miscellaneous plastics products	20	5	75.1	.3542	69
3574		Calculating & accounting machines	1	1	74.7	4.7293	100
3721		Aircraft	6	5	1,574.0	8.7176	100
3728		Aircraft equipment n.e.c.	25	4	84.5	1.3697	47
3949		Sporting & athletic goods n.e.c	3	1	100.1	3.4650	98
Seward		**All mfg.**	9	3	264.3	.0177	67
Shawnee	276	**All mfg.**	85	21	805.9	.0539	81
3011		Tires & inner tubes	1	1	335.4	3.1120	100
Sheridan		**All mfg.**	1		1.0	.0001	0
Sherman		**All mfg.**	7	2	43.9	.0029	80
Smith		**All mfg.**	3		6.5	.0004	0
Stafford		**All mfg.**	4		6.8	.0005	0
Sumner		**All mfg.**	22	1	67.2	.0045	30
Thomas		**All mfg.**	6		6.9	.0005	0
Trego		**All mfg.**	2		3.4	.0002	0
Wabaunsee		**All mfg.**	2		9.0	.0006	0
Washington		**All mfg.**	2		6.4	.0004	0
Wilson		**All mfg.**	21	5	176.9	.0118	30
Woodson		**All mfg.**	3		2.4	.0002	0
Wyandotte	132	**All mfg.**	188	46	3,327.4	.2224	88
2841		Soap & other detergents	2	2	235.2	3.6283	100
3296		Mineral wool	2	2	256.3	11.6373	100
3711		Motor vehicles & passenger-car bodies	1	1	1,041.7	1.3146	100
State Total		**All mfg.**	1,804	388	18,635.6	1.2454	78
KENTUCKY							
Adair		**All mfg.**	7	2	22.4	.0015	50
Allen		**All mfg.**	11	6	59.6	.0040	78
Anderson		**All mfg.**	11	5	105.5	.0071	67
Ballard		**All mfg.**	6	2	202.2	.0135	96
2621		Paper mills, except building paper	1	1	157.6	1.0409	100
Barren		**All mfg.**	26	10	219.7	.0147	74
Bell		**All mfg.**	16	3	66.9	.0045	44
Boone	57	**All mfg.**	38	22	292.3	.0195	80
Bourbon	150	**All mfg.**	9	3	57.8	.0039	65
Boyd	115	**All mfg.**	30	13	3,074.4	.2055	99
2911		Petroleum refining	2	2	2,205.7	2.0016	100
3312		Blast furnaces & steel mills	3	3	662.5	1.3151	100
Boyle		**All mfg.**	16	8	179.3	.0120	87
Bracken		**All mfg.**	2	2	18.9	.0013	100
Breathitt		**All mfg.**	3	1	8.8	.0006	69
Breckinridge		**All mfg.**	4	2	15.8	.0011	85
Bullitt	158	**All mfg.**	6	3	82.3	.0055	94
Butler		**All mfg.**	5	2	24.6	.0016	72
Caldwell		**All mfg.**	9	3	71.9	.0048	79
Calloway		**All mfg.**	8	3	73.0	.0049	68
Campbell	57	**All mfg.**	24	6	288.3	.0193	80
Carlisle		**All mfg.**	1	1	14.1	.0009	100
Carroll		**All mfg.**	9	5	182.8	.0122	91
Carter		**All mfg.**	10	4	39.0	.0026	59
Casey		**All mfg.**	8	1	38.9	.0026	65
Christian	58	**All mfg.**	32	13	267.7	.0179	74
Clark	150	**All mfg.**	16	6	212.8	.0142	86
3714		Motor-vehicle parts & accessories	1	1	79.6	.2560	100
Clay		**All mfg.**	2	1	7.5	.0005	85
Clinton		**All mfg.**	4	2	28.7	.0019	69
Crittenden		**All mfg.**	5	3	52.6	.0035	92
Cumberland		**All mfg.**	6	3	23.1	.0015	84
Daviess	202	**All mfg.**	51	23	819.8	.0548	88
3671		Receiving-type electron tubes	1	1	247.9	14.8142	100
Edmonson		**All mfg.**	1	1	7.9	.0005	100
Elliott		**All mfg.**	1		.9	.0001	0
Estill		**All mfg.**	2	1	16.1	.0011	93
Fayette	150	**All mfg.**	92	30	1,289.7	.0862	87
2141		Tobacco stemming & redrying	6	4	183.9	7.0875	88
3572		Typewriters	1	1	555.6	35.6040	100
3613		Switchgear & switchboard apparatus	1	1	93.3	2.1471	100
Fleming		**All mfg.**	3	2	44.6	.0030	95
Floyd		**All mfg.**	6	2	46.8	.0031	40
Franklin		**All mfg.**	15	9	230.5	.0154	95
2085		Distilled liquor, except brandy	2	2	135.4	5.6874	100
Fulton		**All mfg.**	11	2	47.3	.0032	32
Gallatin		**All mfg.**	2		3.2	.0002	0

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	Number Of Plants Total Plants	 Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	 % Of U.S. Shipments	 % In Large Plants
Garrard		All mfg.	4	2	25.6	.0017	89
Grant		All mfg.	3	1	13.1	.0009	62
Graves		All mfg.	13	5	235.0	.0157	94
2311		Men's & boys' suits & coats	1	1	27.8	.9684	100
3011		Tires & inner tubes	1	1	153.8	1.4270	100
Grayson		All mfg.	10	3	52.6	.0035	47
Green		All mfg.	10	3	91.6	.0061	14
Greenup	115	All mfg.	6	4	102.6	.0069	68
Hancock		All mfg.	8	8	495.9	.0331	100
3353		Aluminum sheet, plate, & foil	2	2	212.1	3.4669	100
Hardin		All mfg.	25	10	217.6	.0145	86
Harlan		All mfg.	8	1	33.6	.0022	13
Harrison		All mfg.	15	7	117.4	.0078	68
Hart		All mfg.	8	2	38.5	.0026	40
Henderson	85	All mfg.	35	13	328.7	.0220	81
Henry		All mfg.	7	1	28.1	.0019	33
Hickman		All mfg.	5	1	19.6	.0013	29
Hopkins		All mfg.	27	9	263.2	.0176	83
Jackson		All mfg.	4		4.7	.0003	0
Jefferson	158	All mfg.	434	143	10,219.1	.6829	91
2011		Meat-packing plants	3	2	424.8	1.0962	97
2013		Sausages & other prepared meats	2	1	126.7	1.4993	95
2085		Distilled liquor, except brandy	6	5	341.6	14.3487	99
2086		Bottled & canned soft drinks	6	3	77.1	.7827	79
2111		Cigarettes	3	3	1,653.5	20.7359	100
2653		Corrugated & solid fiber boxes	9	6	67.4	.9827	85
2711		Newspapers	4	1	58.9	.4531	94
2822		Synthetic rubber	3	3	256.4	11.9473	100
2851		Paints & allied products	17	7	165.9	2.1642	73
3353		Aluminum sheet, plate, & foil	4	3	327.1	4.4983	96
3494		Valves & pipe fittings	2	2	121.4	2.1618	100
3523		Farm machinery & equipment	1	1	388.2	3.7848	100
3524		Lawn & garden equipment	3	2	215.3	13.7598	99
3535		Conveyors & conveying equipment	8	3	67.1	2.9648	74
3564		Blowers & exhaust & ventilation fans	6	2	41.8	3.7235	86
3585		Refrigeration & heating equipment	3	2	340.8	2.4212	99
3631		Household cooking equipment	1	1	283.1	15.9538	100
3632		Household refrigerators & freezers	1	1	520.4	19.1591	100
3633		Household laundry equipment	1	1	267.6	14.0097	100
3639		Household appliances n.e.c.	2	2	204.9	15.3345	100
3679		Electronic components n.e.c.	3	1	53.4	1.1671	97
3711		Motor vehicles & passenger-car bodies	2	2	1,748.6	2.2067	100
Jessamine	150	All mfg.	7	3	43.4	.0029	56
Johnson		All mfg.	4	1	22.4	.0015	73
Kenton	57	All mfg.	53	12	286.9	.0192	58
Knox		All mfg.	7	2	33.0	.0022	45
Larue		All mfg.	3	1	13.1	.0009	51
Laurel		All mfg.	15	5	90.4	.0060	63
Lawrence		All mfg.	1		.8	.0001	0
Lee		All mfg.	1		2.2	.0001	0
Leslie		All mfg.	2		2.9	.0002	0
Letcher		All mfg.	6	1	19.7	.0013	27
Lewis		All mfg.	5	2	23.3	.0016	74
Lincoln		All mfg.	2	1	11.2	.0007	94
Livingston		All mfg.	2		3.5	.0002	0
Logan		All mfg.	23	9	181.9	.0122	75
Lyon		All mfg.	1	1	10.5	.0007	100
McCracken		All mfg.	32	8	401.6	.0268	81
2819		Industrial inorganic chemicals n.e.c.	1	1	241.3	2.6659	100
McCreary		All mfg.	6	1	20.1	.0013	27
McLean		All mfg.	5		9.6	.0006	0
Madison		All mfg.	20	12	210.3	.0141	85
Magoffin		All mfg.	1	1	10.2	.0007	100
Marion		All mfg.	8	5	47.7	.0032	79
Marshall		All mfg.	8	4	440.9	.0295	97
2869		Industrial organic chemicals n.e.c.	3	3	367.4	1.4530	100
Mason		All mfg.	14	9	235.4	.0157	93
3566		Speed changers, drives, & gears	1	1	38.8	4.2479	100
Meade		All mfg.	2	1	119.0	.0080	96
Mercer		All mfg.	8	6	101.3	.0068	82
Metcalfe		All mfg.	2	1	8.7	.0006	87
Monroe		All mfg.	15	5	53.4	.0036	60
Montgomery		All mfg.	9	5	165.8	.0111	92
3621		Motors & generators	1	1	45.0	.9625	100
Morgan		All mfg.	2	2	13.2	.0009	100
Muhlenberg		All mfg.	12	2	32.8	.0022	36
Nelson		All mfg.	15	6	190.5	.0127	75
Nicholas		All mfg.	2	2	12.0	.0008	100
Ohio		All mfg.	14	7	62.3	.0042	53
Oldham	158	All mfg.	9	2	60.9	.0041	65
Owen		All mfg.	3	2	20.6	.0014	62
Pendleton		All mfg.	5	3	41.1	.0027	74
Perry		All mfg.	4		7.4	.0005	0
Pike		All mfg.	6	1	21.1	.0014	43
Powell		All mfg.	4		6.5	.0004	0
Pulaski		All mfg.	25	12	324.2	.0217	76
Rockcastle		All mfg.	4		4.6	.0003	0
Rowan		All mfg.	13	3	38.8	.0026	35
Russell		All mfg.	7	1	37.4	.0025	49
Scott	150	All mfg.	20	7	124.3	.0083	76
Shelby		All mfg.	18	4	101.7	.0068	42
Simpson		All mfg.	13	8	171.0	.0114	91
Taylor		All mfg.	11	3	118.3	.0079	77
2254		Knit underwear mills	1	1	75.7	10.8593	100
Todd		All mfg.	9	4	45.0	.0030	69
Trigg		All mfg.	8	2	38.7	.0026	76
Union		All mfg.	10	4	30.0	.0020	64
Warren		All mfg.	33	14	481.8	.0322	90
2322		Men's & boys' underwear	1	1	16.9	4.0772	100
3592		Carburetors, pistons, rings, & valves	1	1	130.6	6.0318	100
3622		Industrial controls	2	2	40.0	1.3207	100
Washington		All mfg.	6	3	59.1	.0039	87
Wayne		All mfg.	12	5	30.3	.0020	68
Webster		All mfg.	5	2	14.1	.0009	60
Whitley		All mfg.	15	9	120.6	.0081	90
Wolfe		All mfg.	2	1	15.7	.0010	83
Woodford	150	All mfg.	7	5	101.9	.0068	97
State Total		All mfg.	1,686	628	25,419.7	1.6988	87

LOUISIANA

County SIC	Metro Area	Industry	Number Of Plants Total Plants	 Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	 % Of U.S. Shipments	 % In Large Plants
Acadia		All mfg.	25	3	206.1	.0138	7
Allen		All mfg.	5	3	69.5	.0046	97
Ascension	26	All mfg.	32	18	877.6	.0586	91
2869		Industrial organic chemicals n.e.c.	9	9	590.4	2.3349	100
Assumption		All mfg.	6	3	42.5	.0028	80
Avoyelles		All mfg.	12	7	139.5	.0093	86
2033		Canned fruits & vegetables	2	2	54.2	.7949	100
Beauregard		All mfg.	11	5	117.4	.0078	83
Bienville		All mfg.	6	2	30.5	.0020	67
Bossier	258	All mfg.	25	5	144.0	.0096	49
Caddo	258	All mfg.	124	44	1,486.0	.0993	82
3325		Steel foundries n.e.c.	3	3	53.8	2.1426	100
3443		Fabricated plate work (boiler shops)	4	3	99.7	1.1961	98
3483		Ammunition, except small-arms, n.e.c.	2	2	27.8	3.2009	100
3661		Telephone & telegraph apparatus	1	1	239.9	2.7640	100
Calcasieu	140	All mfg.	48	18	3,886.7	.2597	98
2822		Synthetic rubber	2	2	92.4	4.3055	100
2869		Industrial organic chemicals n.e.c.	3	2	304.2	1.2031	98
2911		Petroleum refining	2	2	3,006.7	2.7285	100
Caldwell		All mfg.	1		2.4	.0002	0
Cameron		All mfg.	10	4	82.7	.0055	74
Catahoula		All mfg.	2	2	9.8	.0007	100
Claiborne		All mfg.	9	3	74.4	.0050	46
Concordia		All mfg.	7	1	19.3	.0013	18
De Soto		All mfg.	11	6	95.6	.0064	86
East Baton Rouge	26	All mfg.	98	29	5,785.3	.3866	96
2819		Industrial inorganic chemicals n.e.c.	4	3	154.9	1.7113	98
2822		Synthetic rubber	3	3	277.4	12.9258	100
2869		Industrial organic chemicals n.e.c.	1	1	495.1	1.9580	100
2911		Petroleum refining	1	1	4,205.3	3.8162	100
3483		Ammunition, except small-arms, n.e.c.	1	1	54.4	6.2637	100
East Carroll		All mfg.	4		8.5	.0006	0

1979 (S&MM Est.)

LOUISIANA (cont.)

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
East Feliciana		All mfg.	4		9.1	.0006	0
Evangeline		All mfg.	4	2	44.6	.0030	74
Franklin		All mfg.	7	1	27.6	.0018	28
Grant	6	All mfg.	4	1	29.5	.0020	58
Iberia		All mfg.	41	18	388.9	.0260	86
Iberville		All mfg.	17	5	860.1	.0575	94
2869		Industrial organic chemicals n.e.c.	4	3	699.1	2.7648	98
Jackson		All mfg.	4	2	99.0	.0066	97
Jefferson	192	All mfg.	115	50	1,127.3	.0753	84
3441		Fabricated structural metal	11	4	48.8	.7919	76
3731		Ship building & repairing	12	5	95.1	1.4347	82
Jefferson Davis		All mfg.	7	2	152.7	.0102	8
Lafayette	139	All mfg.	50	16	449.1	.0300	76
Lafourche		All mfg.	32	8	215.6	.0144	67
La Salle		All mfg.	6	5	103.1	.0069	99
Lincoln		All mfg.	19	4	116.4	.0078	66
Livingston	26	All mfg.	12	3	87.4	.0058	80
Madison		All mfg.	3	2	19.3	.0013	85
Morehouse		All mfg.	11	4	205.3	.0137	84
2621		Paper mills, except building paper	1	1	126.1	.8328	100
Natchitoches		All mfg.	8	2	44.7	.0030	66
Orleans	192	All mfg.	260	83	2,546.2	.1702	81
2051		Bread, cake, & related products	13	4	70.5	.7200	73
2095		Roasted coffee	6	4	424.7	8.4334	93
2311		Men's & boys' suits & coats	4	3	33.9	1.1809	98
2711		Newspapers	3	1	46.9	.3608	95
3599		Machinery, except electrical, n.e.c.	9	3	61.6	.5999	77
3731		Ship building & repairing	10	4	410.2	6.1885	97
3732		Boat building & repairing	2	1	64.7	2.8630	96
3769		Space-vehicle equipment n.e.c.	1	1	181.8	22.9690	100
Ouachita	179	All mfg.	58	19	801.2	.0535	87
2631		Paperboard mills	1	1	310.2	3.8306	100
Plaquemines		All mfg.	21	12	832.0	.0556	96
Pointe Coupee		All mfg.	5		20.3	.0014	0
Rapides	6	All mfg.	43	12	266.9	.0178	69
Red River		All mfg.	4	1	31.7	.0021	80
Richland		All mfg.	6	3	27.7	.0019	75
Sabine		All mfg.	7	4	68.1	.0046	71
St. Bernard	192	All mfg.	12	6	1,279.7	.0855	96
3334		Primary aluminum	1	1	464.7	7.6687	100
St. Charles		All mfg.	13	8	1,463.1	.0978	96
2821		Plastics materials & synthetic resins	2	1	125.6	1.0251	96
St. Helena		All mfg.	1	1	6.6	.0004	100
St. James		All mfg.	12	9	560.1	.0374	88
St. John the Baptist		All mfg.	9	6	471.2	.0315	98
St. Landry		All mfg.	22	4	161.9	.0108	46
St. Martin		All mfg.	9	2	66.0	.0044	72
2254		Knit-underwear mills	1	1	41.3	5.9245	100
St. Mary		All mfg.	41	14	358.2	.0239	80
3441		Fabricated structural metal	2	1	86.9	1.4102	97
3533		Oil-field machinery	9	4	104.2	2.2802	83
St. Tammany	192	All mfg.	13	4	87.6	.0059	75
Tangipahoa		All mfg.	35	5	125.1	.0084	40
Tensas		All mfg.	2	1	6.2	.0004	68
Terrebonne		All mfg.	37	14	520.2	.0348	85
2062		Cane-sugar refining	1	1	298.0	12.6879	100
3731		Ship building & repairing	7	4	47.3	.7136	85
Union		All mfg.	8	2	36.7	.0025	46
Vermilion		All mfg.	11	4	217.1	.0145	86
Vernon		All mfg.	2		6.0	.0004	0
Washington		All mfg.	17	5	264.0	.0176	79
2621		Paper mills, except building paper	1	1	157.6	1.0409	100
Webster	258	All mfg.	29	12	241.6	.0161	49
West Baton Rouge	26	All mfg.	13	6	167.9	.0112	37
West Carroll		All mfg.	2	2	13.7	.0009	100
West Feliciana		All mfg.	5	2	109.7	.0073	89
2641		Paper coating & glazing	1	1	84.2	2.1788	100
Winn		All mfg.	13	6	124.9	.0083	83
2421		General sawmills & planing mills	4	3	72.9	.7588	93
State Total		All mfg.	1,490	525	27,939.1	1.8671	87

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

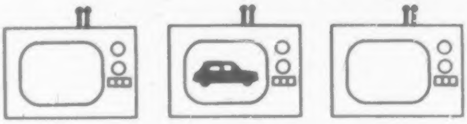
MAINE

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
Androscoggin	149	All mfg.	104	40	665.9	.0445	78
2211		Cotton-weaving mills	2	2	42.2	.9351	100
3143		Men's nonathletic footwear	8	6	69.0	3.0417	92
3144		Women's nonathletic footwear	6	5	55.5	3.1486	97
3149		Nonrubber footwear n.e.c.	5	3	13.1	1.7622	85
Aroostook		All mfg.	58	20	536.6	.0359	75
2037		Frozen fruits & vegetables	7	6	119.0	3.8661	97
2421		General sawmills & planing mills	8	3	63.3	.6589	79
2621		Paper mills, except building paper	1	1	105.1	.6941	100
Cumberland	217	All mfg.	151	55	1,284.0	.0858	83
2621		Paper mills, except building paper	2	2	273.3	1.8050	100
3143		Men's nonathletic footwear	3	3	59.8	2.6361	100
3674		Semiconductors & related devices	2	2	109.0	2.2101	100
Franklin		All mfg.	26	9	135.7	.0091	71
2499		Wood products n.e.c.	11	3	40.3	1.5962	68
3149		Nonrubber footwear n.e.c.	4	3	17.5	2.3540	98
Hancock		All mfg.	28	11	220.6	.0147	81
2621		Paper mills, except building paper	1	1	105.1	.6941	100
Kennebec		All mfg.	53	26	781.8	.0522	91
2231		Wool-fabric weaving & finishing mills	6	6	31.6	5.2746	100
2621		Paper mills, except building paper	1	1	105.1	.6941	100
2646		Pressed & molded pulp goods	1	1	74.9	25.8543	100
2647		Sanitary paper products	2	2	289.7	5.2209	100
Knox		All mfg.	32	11	169.1	.0113	70
Lincoln		All mfg.	15	3	60.3	.0040	53
Oxford		All mfg.	40	19	458.6	.0306	90
2499		Wood products n.e.c.	15	8	70.0	2.7725	82
2621		Paper mills, except building paper	1	1	262.8	1.7357	100
Penobscot	25	All mfg.	73	31	828.2	.0553	81
2231		Wool-fabric weaving & finishing mills	4	3	18.5	3.0880	94
2611		Pulp mills	2	2	132.8	5.0221	100
2621		Paper mills, except building paper	3	3	170.7	1.1274	100
3143		Men's nonathletic footwear	1	1	78.4	3.4560	100
3144		Women's nonathletic footwear	2	2	39.8	2.2579	100
Piscataquis		All mfg.	12	6	54.5	.0036	77
Sagadahoc	217	All mfg.	12	6	150.3	.0100	90
3731		Ship building & repairing	1	1	76.0	1.1466	100
Somerset		All mfg.	32	17	303.7	.0203	90
3149		Nonrubber footwear n.e.c.	3	2	33.1	4.4525	98
Waldo		All mfg.	19	7	138.4	.0092	73
Washington		All mfg.	26	8	248.5	.0166	79
2621		Paper mills, except building paper	1	1	126.1	.8328	100
York		All mfg.	81	35	643.1	.0430	84
3079		Miscellaneous plastics products	10	6	91.5	.4315	89
3111		Leather tanning & finishing	4	3	107.3	5.4728	98
3144		Women's nonathletic footwear	4	3	41.2	2.3373	95
3484		Small arms	1	1	46.5	5.4114	100
State Total		All mfg.	762	304	6,679.3	.4464	82

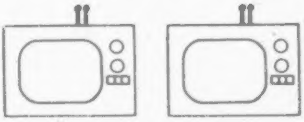
MARYLAND

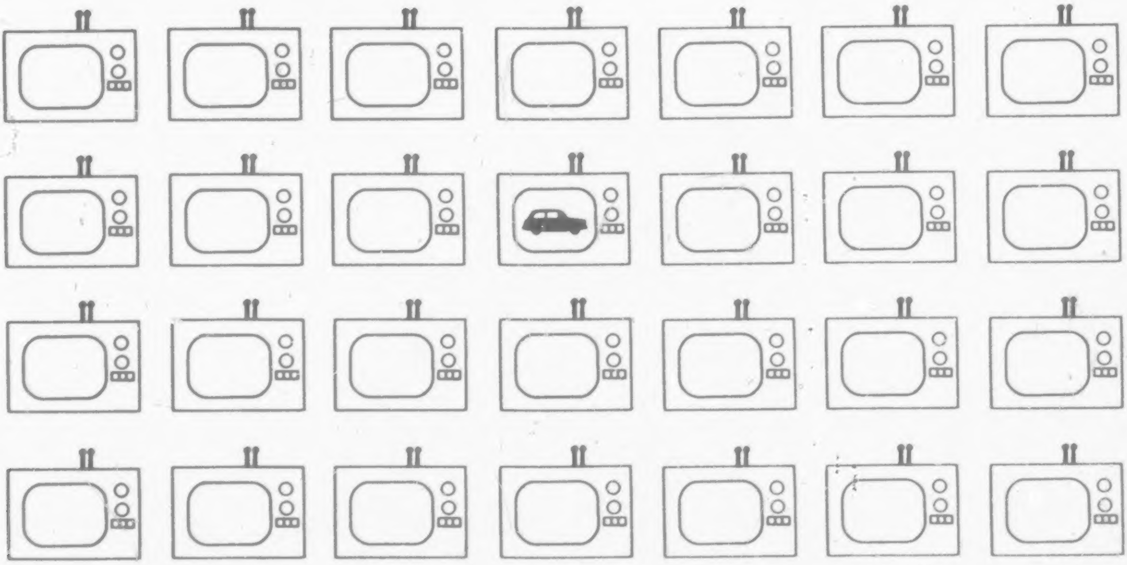
County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
Allegany		All mfg.	33	15	869.7	.0581	93
2621		Paper mills, except building paper	1	1	210.2	1.3883	100
3011		Tires & inner tubes	1	1	283.1	2.6267	100
Anne Arundel	24	All mfg.	63	22	465.2	.0311	77
2824		Noncellulosic synthetic organic fibers	2	2	109.8	1.5055	100
3662		Radio & TV communication equipment	2	2	74.6	.3823	100
Baltimore	24	All mfg.	272	119	5,233.4	.3497	91
2011		Meat-packing plants	1	1	441.1	1.1383	100
2654		Sanitary food containers	3	2	259.0	12.5661	99

The chance of having your product seen by Tulsa TV viewers has dropped from 1 in 3



to 1 in 30!





When cable TV came to Tulsa, it was good news for the viewer, but bad news for TV advertisers. Suddenly, the chance to expose your advertising message to a viewer was divided among thirty stations.

If you want prime, unfragmented exposure to over a half-million people in the Tulsa area, advertise in the Tulsa World and The Tulsa Tribune.

TULSA WORLD ★ The Tulsa Tribune

Two Independent and Separately Owned Newspapers

For further information circle No. 121 on Reader Service Card

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
MARYLAND (Baltimore cont.)							
3079		Miscellaneous plastics products	9	7	67.8	.3198	91
3316		Cold-rolled steel sheet, strip, & bars	2	2	101.7	3.4376	100
3411		Metal cans	6	5	212.0	2.6376	96
3499		Fabricated metal products n.e.c.	5	3	52.1	1.4113	90
3661		Telephone & telegraph apparatus	2	1	381.7	4.3978	99
3662		Radio & TV communication equipment	6	3	101.6	.5206	87
3679		Electronic components n.e.c.	4	3	50.7	1.1081	98
3711		Motor vehicles & passenger car bodies	1	1	1,366.0	1.7239	100
3721		Aircraft	1	1	108.7	.6020	100
3825		Electricity-measuring instruments	3	2	70.7	2.4267	96
Baltimore Ind. City	**24**	**All mfg.**	**459**	**169**	**6,666.4**	**.4455**	**86**
2026		Fluid milk	6	5	249.5	1.7686	97
2051		Bread, cake, & related products	8	5	57.0	.5821	87
2311		Men's & boys' suits & coats	16	13	79.3	2.7623	95
2651		Folding paperboard boxes	8	5	68.6	2.7151	87
2711		Newspapers	6	5	198.1	1.5240	99
3079		Miscellaneous plastics products	8	3	54.7	.2580	76
3221		Glass containers	4	3	74.6	2.0863	97
3312		Blast furnaces & steel mills	2	2	2,238.1	4.4427	100
3411		Metal cans	4	4	176.2	2.1922	100
3441		Fabricated structural metal	10	2	48.1	.7806	70
3444		Sheet-metal work	13	3	49.2	.9111	51
3592		Carburetors, pistons, rings, & valves	2	1	96.9	4.4753	96
3693		X-ray apparatus & tubes	1	1	134.7	6.8116	100
3731		Ship building & repairing	5	4	166.5	2.5119	98
Calvert		**All mfg.**	**3**		**7.7**	**.0005**	**0**
Caroline		**All mfg.**	**18**	**9**	**92.5**	**.0062**	**77**
Carroll	**24**	**All mfg.**	**38**	**17**	**373.4**	**.0250**	**84**
3546		Power-driven hand tools	1	1	78.9	9.4992	100
Cecil	**295**	**All mfg.**	**28**	**11**	**249.9**	**.0167**	**80**
Charles	**287**	**All mfg.**	**8**	**1**	**49.0**	**.0033**	**68**
Dorchester		**All mfg.**	**40**	**15**	**310.9**	**.0208**	**72**
2033		Canned fruits & vegetables	7	5	52.9	.7758	87
Frederick		**All mfg.**	**53**	**19**	**451.0**	**.0301**	**77**
Garrett		**All mfg.**	**8**	**5**	**57.0**	**.0038**	**78**
Harford	**24**	**All mfg.**	**23**	**9**	**151.7**	**.0101**	**74**
3021		Rubber & plastic footwear	1	1	38.5	6.4327	100
Howard	**24**	**All mfg.**	**24**	**14**	**371.9**	**.0249**	**95**
3585		Refrigeration & heating equipment	1	1	111.1	.7893	100
3631		Household cooking equipment	1	1	70.8	3.9899	100
Kent		**All mfg.**	**15**	**3**	**67.0**	**.0045**	**49**
Montgomery	**287**	**All mfg.**	**124**	**35**	**951.0**	**.0636**	**80**
3662		Radio & TV communication equipment	17	9	155.6	.7973	84
3764		Space-propulsion units & parts	1	1	277.5	24.2273	100
Prince Georges	**287**	**All mfg.**	**137**	**46**	**1,043.0**	**.0697**	**77**
3662		Radio & TV communication equipment	4	1	107.8	.5524	94
Queen Annes		**All mfg.**	**13**	**2**	**59.9**	**.0040**	**44**
St. Marys		**All mfg.**	**6**		**11.5**	**.0008**	**0**
Somerset		**All mfg.**	**25**	**8**	**141.3**	**.0094**	**64**
Talbot		**All mfg.**	**36**	**12**	**189.9**	**.0127**	**53**
Washington	**108**	**All mfg.**	**59**	**30**	**932.0**	**.0623**	**92**
3519		Internal-combustion engines n.e.c.	1	1	442.7	5.0540	100
3721		Aircraft	1	1	98.1	.5433	100
Wicomico		**All mfg.**	**39**	**18**	**584.4**	**.0391**	**89**
2048		Prepared feeds n.e.c.	1	1	236.6	2.7378	100
Worcester		**All mfg.**	**20**	**8**	**183.1**	**.0122**	**82**
2016		Poultry-dressing plants	3	3	89.1	1.3918	100
State Total		**All mfg.**	**1,544**	**587**	**19,512.8**	**1.3040**	**86**
MASSACHUSETTS							
Barnstable		**All mfg.**	**35**	**5**	**117.1**	**.0078**	**36**
Berkshire	**215**	**All mfg.**	**83**	**29**	**1,437.1**	**.0960**	**91**
2621		Paper mills, except building paper	7	5	174.5	1.1525	96
2821		Plastics materials & synthetic resins	1	1	519.5	4.2401	100
3662		Radio & TV communication equipment	1	1	292.4	1.4983	100
3679		Electronic components n.e.c.	1	1	21.9	.4786	100
Bristol	**187**	**All mfg.**	**527**	**208**	**3,765.8**	**.2517**	**79**
2221		Synthetics- & silk-weaving mills	7	3	165.0	2.5949	94
2261		Cotton-finishing plants	10	7	30.7	3.4623	88
2262		Synthetics- & silk-finishing plants	6	5	125.7	5.4058	92
2311		Men's & boys' suits & coats	11	9	93.0	3.4137	97
2329		Men's & boys' clothing n.e.c.	7	5	19.2	1.7560	86
2335		Women's & misses' dresses	37	20	210.8	4.3317	79
2337		Women's & misses' suits & coats	12	5	75.8	2.7853	73
2341		Women's & children's underwear	10	7	32.1	1.7718	88
2391		Curtains & draperies	15	6	94.3	8.1335	75
2711		Newspapers	7	3	41.7	.3208	76
3069		Fabricated rubber products n.e.c.	3	1	44.7	.8813	89
3079		Miscellaneous plastics products	15	7	90.4	.4264	78
3172		Personal leather goods n.e.c.	6	4	33.5	7.3659	93
3545		Machine tool accessories	3	2	31.6	2.2443	97
3622		Industrial controls	1	1	77.9	2.5721	100
3675		Electronic capacitors	1	1	41.8	5.3693	100
3679		Electronic components n.e.c.	10	7	36.6	.7999	93
3911		Precious-metal jewelry	27	10	313.0	12.7231	83
3914		Silverware & plated & stainless ware	10	7	91.1	17.0280	93
3949		Sporting & athletic goods n.e.c.	1	1	56.1	1.9419	100
Dukes		**All mfg.**	**1**		**1.0**	**.0001**	**0**
Essex	**39**	**All mfg.**	**562**	**170**	**4,538.3**	**.3033**	**77**
2092		Fresh or frozen packaged seafoods	10	2	244.3	10.7356	88
2221		Synthetics- & silk-weaving mills	3	1	154.8	2.4345	100
2311		Men's & boys' suits & coats	3	3	29.3	1.0206	100
2329		Men's & boys' clothing n.e.c.	7	3	24.0	2.1950	78
2631		Paperboard mills	4	4	130.0	1.6054	100
2711		Newspapers	14	5	49.7	.3823	67
2891		Adhesives & sealants	8	4	133.4	6.5335	84
3079		Miscellaneous plastics products	23	8	166.3	.7843	81
3111		Leather tanning & finishing	51	11	342.0	17.4436	57
3131		Boot & shoe cut stock & findings	25	11	48.5	14.0498	63
3144		Women's nonathletic footwear	9	9	95.1	5.3951	100
3955		Carbon paper & inked ribbons	2	2	86.4	20.8999	100
Norfolk	**39**	**All mfg.**	**396**	**119**	**3,675.0**	**.2456**	**82**
2086		Bottled & canned soft drinks	7	4	113.6	1.1532	87
2421		General sawmills & planing mills	1	1	56.5	.5881	100
2771		Greeting-card publishing	1	1	46.0	4.2186	100
3069		Fabricated rubber products n.e.c.	8	3	43.8	.8635	87
3079		Miscellaneous plastics products	17	2	68.3	.3221	52
3494		Valves & pipe fittings	6	4	106.7	1.9001	97
3566		Speed changers, drives, & gears	4	1	42.5	4.6529	86
3579		Office machines n.e.c.	3	1	35.8	3.1625	96
3662		Radio & TV communication equipment	12	5	276.3	1.4158	92
3671		Receiving-type electron tubes	2	1	234.2	13.9955	99
3679		Electronic components n.e.c.	12	7	53.2	1.1627	93
3731		Ship building & repairing	1	1	167.7	2.5300	100
3811		Engineering & scientific instruments	12	7	115.3	5.0601	93
3823		Industrial process-control instruments	2	1	94.5	4.6478	96
3841		Surgical & medical instruments	10	3	57.5	2.6752	76
Plymouth	**39**	**All mfg.**	**224**	**59**	**973.5**	**.0651**	**62**
2253		Knit-outerwear mills	2	1	52.5	2.3316	96
3131		Boot & shoe cut stock & findings	17	6	36.0	10.4287	68
3143		Men's nonathletic footwear	4	4	53.8	2.3716	100
3149		Nonrubber footwear n.e.c.	8	8	52.1	7.0083	100
3489		Ordnance & accessories n.e.c.	1	1	36.5	4.3860	100
3679		Electronic components n.e.c.	7	4	24.2	.5289	91
Suffolk	**39**	**All mfg.**	**645**	**168**	**4,874.0**	**.3257**	**76**
2011		Meat-packing plants	4	2	326.9	.8436	93
2013		Sausages & other prepared meats	10	4	234.7	2.7773	83
2051		Bread, cake, & related products	9	5	59.8	.6107	86
2065		Confectionery products	5	3	90.1	2.1839	95
2092		Fresh or frozen packaged seafoods	4	2	89.2	3.9198	94
2328		Men's & boys' work clothing	1	1	38.0	1.0865	100

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.): Total Shipments ($Mil.)	1979 (S&MM Est.): % Of U.S. Shipments	1979 (S&MM Est.): % In Large Plants
2337		Women's & misses' suits & coats	21	2	87.6	3.2189	20
2339		Women's & misses' outerwear n.e.c.	18	5	50.2	1.7200	55
2385		Waterproof outer garments	7	4	38.3	8.8473	90
2711		Newspapers	8	3	175.2	1.3478	94
2731		Book publishing	12	5	132.8	2.7157	91
2751		Letterpress commercial printing	36	4	60.6	1.2594	45
2752		Lithographic commercial printing	17	4	81.0	1.0137	56
3421		Cutlery	1	1	148.9	18.4854	100
3573		Electronic computing equipment	3	3	104.7	.6134	100
3662		Radio & TV communication equipment	8	3	69.6	.3566	70
3825		Electricity-measuring instruments	2	1	43.9	1.5068	95
Worcester	**297**	**All mfg.**	**707**	**216**	**4,900.7**	**.3275**	**77**
2231		Wool-fabric weaving & finishing mills	13	10	47.6	7.9453	93
2241		Narrow-fabric mills	1	1	25.7	3.7005	100
2261		Cotton-finishing plants	1	1	31.8	3.5863	100
2511		Wood household furniture	29	9	125.7	2.4490	74
2512		Upholstered wood household furniture	19	5	67.0	1.8533	65
2711		Newspapers	11	1	57.7	.4439	65
2821		Plastics materials & synthetic resins	9	5	122.0	.9957	85
3079		Miscellaneous plastics products	77	21	324.4	1.5300	57
3143		Men's nonathletic footwear	4	3	50.5	2.2261	92
3149		Nonrubber footwear n.e.c.	5	5	17.7	2.3810	100
3291		Abrasive products	4	3	348.6	16.6770	98
3315		Steel wire & related products	6	4	144.8	5.4395	95
3423		Hand & edge tools n.e.c.	10	4	56.7	2.2545	76
3429		Hardware n.e.c.	2	1	93.2	1.5831	97
3469		Metal stampings n.e.c.	1[illegible]	3	52.1	.9941	64
3494		Valves & pipe fittings	8	4	91.6	1.6312	89
3511		Turbines & turbine-generator set units	3	2	118.1	3.8215	97
3541		Metal-cutting machine tools	10	5	53.3	2.9496	88
3544		Special dies, tools, jigs, & fixtures	20	3	33.7	1.2187	54
3545		Machine-tool accessories	8	5	56.4	4.0057	95
3552		Textile machinery	12	3	86.4	5.6823	81
3573		Electronic computing equipment	3	2	363.3	2.1286	99
3679		Electronic components n.e.c.	9	3	21.4	.4677	75
3832		Optical instruments & lenses	5	2	50.8	4.0196	91
3851		Ophthalmic goods	6	4	49.3	6.1602	97
3873		Watches, clocks, & watchcases	1	1	122.6	9.0400	100
State Total		**All mfg.**	**4,977**	**1,534**	**40,347.1**	**2.6964**	**79**

MICHIGAN

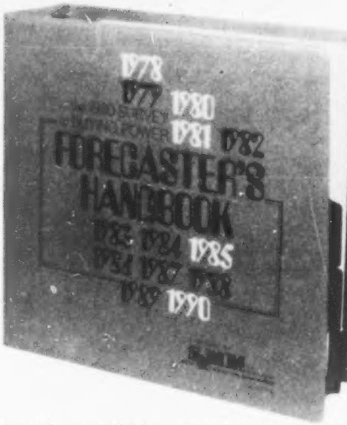
County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.): Total Shipments ($Mil.)	1979 (S&MM Est.): % Of U.S. Shipments	1979 (S&MM Est.): % In Large Plants
Alcona		**All mfg.**	**4**		**5.0**	**.0003**	**0**
Alger		**All mfg.**	**4**	**2**	**60.0**	**.0040**	**95**
3149		Nonrubber footwear n.e.c.	12	6	29.9	4.0221	82
3494		Valves & pipe fittings	3	2	74.2	1.3213	97
3511		Turbines & turbine-generator set units	1	1	328.3	10.6232	100
3552		Textile machinery	5	2	53.1	3.4923	93
3559		Special-industry machinery n.e.c.	10	3	157.7	2.3304	84
3641		Electric lamps	2	2	86.2	4.7812	100
3661		Telephone & telegraph apparatus	3	1	441.7	5.0891	99
3674		Semiconductors & related devices	5	4	69.0	1.3990	95
3679		Electronic components n.e.c.	19	7	60.4	1.3200	85
Franklin		**All mfg.**	**42**	**16**	**305.1**	**.0204**	**73**
2621		Paper mills, except building paper	5	5	125.8	.8309	100
3545		Machine-tool accessories	3	2	23.6	1.6761	97
Hampden	**264**	**All mfg.**	**418**	**136**	**4,062.7**	**.2715**	**84**
2621		Paper mills, except building paper	8	8	302.6	1.9986	100
2642		Envelopes	3	3	114.7	9.9153	100
2711		Newspapers	7	2	51.2	.3939	79
2782		Blankbooks & looseleaf binders	7	4	76.8	6.9710	91
2821		Plastics materials & synthetic resins	4	4	125.7	1.0259	100
3011		Tires & inner tubes	1	1	186.4	1.7295	100
3079		Miscellaneous plastics products	23	8	174.7	.8239	77
3172		Personal leather goods n.e.c.	2	1	39.8	8.7511	96
3423		Hand & edge tools n.e.c.	2	1	161.2	6.4095	99
3484		Small arms	3	2	110.6	12.8709	98
3544		Special dies, tools, jigs, & fixtures	23	6	37.5	1.3561	57
3568		Power-transmission equipment n.e.c.	3	2	27.1	2.3606	93
3573		Electronic computing equipment	2	2	483.6	2.8334	100
3662		Radio & TV communication equipment	4	2	102.2	.5237	97
3761		Guided missiles & space vehicles	1	1	93.8	1.4314	100
3944		Games, toys, & children's vehicles	2	1	96.9	2.9211	96
3949		Sporting & athletic goods n.e.c.	2	1	94.9	3.2850	99
Hampshire	**264**	**All mfg.**	**62**	**26**	**579.8**	**.0387**	**87**
2241		Narrow-fabric mills	2	1	33.2	4.7804	97
2641		Paper coating & glazing	4	4	179.2	4.6370	100
3991		Brooms & brushes	3	3	73.6	9.2416	100
Middlesex	**39**	**All mfg.**	**1,275**	**382**	**11,117.0**	**.7429**	**80**
2013		Sausages & other prepared meats	9	5	123.1	1.4567	77
2024		Ice cream & frozen desserts	5	2	106.8	5.1569	92
2051		Bread, cake, & related products	14	3	118.8	1.2133	81
2065		Confectionery products	11	5	129.9	3.1486	86
2295		Coated fabrics, not rubberized	7	2	94.5	8.0391	86
2335		Women's & misses' dresses	7	5	79.3	1.6295	93
2649		Converted paper products n.e.c.	6	2	172.4	10.6756	97
2651		Folding paperboard boxes	12	5	72.5	2.8695	80
2711		Newspapers	25	5	78.9	.6070	52
2731		Book publishing	11	5	98.2	2.0081	81
2732		Book printing	2	2	93.4	6.7922	100
2751		Letterpress commercial printing	19	8	48.4	1.0059	72
2752		Lithographic commercial printing	11	3	80.1	1.0025	68
2869		Industrial organic chemicals n.e.c.	6	3	323.1	1.2778	89
3021		Rubber & plastic footwear	1	1	27.6	4.6115	100
3041		Rubber & plastic hose & belting	2	2	157.0	8.8272	100
3069		Fabricated rubber products n.e.c.	13	3	41.1	.8103	56
3079		Miscellaneous plastics products	43	11	272.9	1.2871	67
3144		Women's nonathletic footwear	6	6	59.2	3.3585	100
3149		Nonrubber footwear n.e.c.	3	3	19.7	2.6500	100
3357		Nonferrous-wire drawing & insulating	3	3	146.9	1.9433	100
3444		Sheet-metal work	22	3	49.0	.9074	31
3452		Bolts, nuts, rivets, & washers	6	3	101.9	2.7224	94
3469		Metal stampings n.e.c.	23	9	85.2	1.6256	72
3555		Printing-trades machinery	10	3	205.9	9.6935	91
3559		Special-industry machinery n.e.c.	13	6	141.2	2.0865	86
3569		General industrial machinery n.e.c.	14	3	37.9	1.9529	71
3573		Electronic computing equipment	37	18	842.4	4.9356	92
3622		Industrial controls	14	2	49.1	1.6212	47
3643		Current-carrying wiring devices	6	3	40.0	2.0523	87
3651		Radio & TV receiving sets	7	5	121.4	2.0386	94
3662		Radio & TV communication equipment	51	17	[illegible]85.0	3.5099	83
3673		Transmitting electron tubes	2	1	1[illegible]7.3	15.1961	99
3674		Semiconductors & related devices	19	7	120.4	2.5629	78
3679		Electronic components n.e.c.	66	22	162.9	3.5602	73
3711		Motor vehicles & passenger-car bodies	1	1	856.5	1.0809	100
3724		Aircraft engines & engine parts	1	1	111.5	1.3163	100
3761		Guided missiles & space vehicles	4	4	406.3	6.2000	100
3811		Engineering & scientific instruments	24	9	99.6	4.3711	76
3822		Environmental controls	7	2	58.2	3.5518	87
3825		Electricity-measuring instruments	9	5	39.1	1.3421	76
3829		Measuring & controlling devices n.e.c.	21	10	96.0	[illegible].0712	87
3832		Optical instruments & lenses	10	4	52.2	4.1304	83
3841		Surgical & medical instruments	11	3	74.1	3.4475	79
3861		Photographic equipment & supplies	14	3	696.1	6.2[illegible]49	91
Allegan		**All mfg.**	**51**	**18**	**390.9**	**.026[illegible]**	**73**
Alpena		**All mfg.**	**20**	**6**	**153.6**	**.0103**	**78**
Antrim		**All mfg.**	**15**	**6**	**59.9**	**.0040**	**75**
Arenac		**All mfg.**	**12**	**4**	**42.3**	**.0028**	**77**
Baraga		**All mfg.**	**10**	**3**	**47.8**	**.0032**	**72**
Barry	**27**	**All mfg.**	**21**	**9**	**139.2**	**.0093**	**87**
Bay	**28**	**All mfg.**	**80**	**30**	**1,056.5**	**.0706**	**88**
3714		Motor-vehicle parts & accessories	4	3	188.9	.6076	99
Benzie		**All mfg.**	**10**	**3**	**45.2**	**.0030**	**69**
Berrien	**30**	**All mfg.**	**178**	**55**	**1,584.0**	**.1059**	**[illegible]**
2033		Canned fruits & vegetables	6	3	55.8	.8183	83
2741		Miscellaneous publishing	1	1	50.5	2.7456	100
3315		Steel wire & related products	4	3	131.5	4.9399	96
3322		Malleable-iron foundries	1	1	62.4	8.0579	100
3361		Aluminum foundries	11	4	80.4	2.5006	75
3633		Household laundry equipment	1	1	125.4	6.5651	100
3651		Radio & TV receiving sets	3	3	87.5	1.4693	100
3714		Motor-vehicle parts & accessories	3	3	107.8	.3467	100
Branch		**All mfg.**	**51**	**17**	**438.2**	**.0293**	**76**

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants Total Plants	Number Of Plants Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
MICHIGAN (cont.)							
Calhoun	**27**	**All mfg.**	**110**	**33**	**2,216.3**	**.1481**	**93**
2043		Cereal breakfast foods	3	3	1,034.1	39.1452	100
3322		Malleable-iron foundries	1	1	140.4	18.1302	100
3537		Industrial trucks & tractors	2	1	95.9	4.2262	98
3714		Motor-vehicle parts & accessories	5	3	201.8	.6491	95
Cass	**30**	**All mfg.**	**43**	**10**	**270.9**	**.0181**	**72**
3585		Refrigeration & heating equipment	1	1	122.2	.8682	100
Charlevoix		**All mfg.**	**21**	**7**	**126.3**	**.0084**	**65**
Cheboygan		**All mfg.**	**19**	**3**	**90.7**	**.0061**	**63**
Chippewa		**All mfg.**	**8**	**2**	**29.5**	**.0020**	**55**
Clare		**All mfg.**	**10**	**2**	**34.8**	**.0023**	**46**
Clinton	**143**	**All mfg.**	**12**	**3**	**69.2**	**.0046**	**58**
Crawford		**All mfg.**	**7**		**15.0**	**.0010**	**0**
Delta		**All mfg.**	**27**	**3**	**283.6**	**.0190**	**84**
3531		Construction machinery	1	1	137.0	.9219	100
Dickinson		**All mfg.**	**24**	**5**	**95.1**	**.0064**	**63**
Eaton	**143**	**All mfg.**	**37**	**8**	**286.5**	**.0191**	**73**
Emmet		**All mfg.**	**16**	**3**	**84.4**	**.0056**	**65**
Genesee	**89**	**All mfg.**	**113**	**23**	**9,799.0**	**.6549**	**98**
3465		Automotive stampings	1	1	561.3	5.0984	100
3694		Engine electrical equipment	2	1	712.2	18.1148	100
3711		Motor vehicles & passenger-car bodies	5	5	7,870.1	9.9321	100
3714		Motor-vehicle parts & accessories	6	2	311.2	1.0009	96
Gladwin		**All mfg.**	**7**	**2**	**38.0**	**.0025**	**67**
Gogebic		**All mfg.**	**16**	**3**	**44.8**	**.0030**	**23**
Grand Traverse		**All mfg.**	**33**	**11**	**282.8**	**.0189**	**61**
Gratiot		**All mfg.**	**22**	**10**	**689.5**	**.0461**	**93**
Hillsdale		**All mfg.**	**46**	**14**	**335.6**	**.0224**	**68**
Houghton		**All mfg.**	**22**	**4**	**57.8**	**.0039**	**35**
Huron		**All mfg.**	**34**	**8**	**317.0**	**.0212**	**81**
3465		Automotive stampings	3	3	133.8	1.2153	100
Ingham	**143**	**All mfg.**	**136**	**34**	**5,568.9**	**.3722**	**95**
3462		Iron & steel forgings	5	5	183.1	6.6398	100
3711		Motor vehicles & passenger-car bodies	5	[illegible]	4,891.8	6.1735	100
Ionia	**143**	**All mfg.**	**37**	**16**	**408.2**	**.0273**	**68**
Iosco		**All mfg.**	**15**	**2**	**61.7**	**.0041**	**49**
Iron		**All mfg.**	**4**	**1**	**26.3**	**.0018**	**82**
Isabella		**All mfg.**	**15**	**4**	**129.6**	**.0087**	**82**
Jackson	**119**	**All mfg.**	**150**	**41**	**1,113.9**	**.0744**	**80**
3011		Tires & inner tubes	1	1	149.1	1.3834	100
3317		Steel pipe & tubes	2	2	65.0	1.8288	100
3441		Fabricated structural metal	4	1	65.5	1.0629	90
3599		Machinery, except electrical, n.e.c.	11	3	63.8	.6213	69
3714		Motor-vehicle parts & accessories	14	9	278.2	.8948	95
Kalamazoo	**129**	**All mfg.**	**191**	**64**	**2,311.8**	**.1545**	**82**
2621		Paper mills, except building paper	6	6	311.5	2.0573	100
2834		Pharmaceutical preparations	2	1	289.7	2.2631	99
3079		Miscellaneous plastics products	10	5	73.3	.3457	80
3465		Automotive stampings	1	1	446.4	4.0548	100
3714		Motor-vehicle parts & accessories	2	2	113.2	.3641	100
Kalkaska		**All mfg.**	**4**		**9.7**	**.0006**	**0**
Kent	**102**	**All mfg.**	**510**	**120**	**4,069.4**	**.2720**	**79**
2051		Bread, cake, & related products	8	4	55.9	.5709	84
2396		Automotive & apparel trimmings	3	2	622.9	25.0533	99
2511		Wood household furniture	10	6	59.9	1.1670	88
2515		Mattresses & bedsprings	5	1	47.6	3.0359	87
2522		Metal office furniture	1	1	150.0	8.8230	100
2531		Public-building & related furniture	5	2	71.6	7.5831	92
2841		Soap & other detergents	2	1	282.3	4.3549	99
3079		Miscellaneous plastics products	10	2	58.9	.2778	75
3354		Aluminum extruded products	3	2	142.0	5.3565	97
3429		Hardware n.e.c.	12	7	272.8	4.6339	96
3471		Plating & polishing	25	5	62.9	3.1368	52
3535		Conveyors & conveying equipment	4	1	78.1	3.4509	91
3544		Special dies, tools, jigs, & fixtures	34	3	51.1	1.8479	47
3592		Carburetors, pistons, rings, & valves	1	1	163.2	7.5374	100
3631		Household cooking equipment	1	1	47.2	2.6599	100
3662		Radio & TV communication equipment	4	1	113.6	.5821	92
Keweenaw		**All mfg.**	**3**		**6.5**	**.0004**	**0**
Lapeer	**75**	**All mfg.**	**30**	**10**	**218.9**	**.0146**	**76**
Leelanau		**All mfg.**	**3**		**5.3**	**.0004**	**0**
Lenawee		**All mfg.**	**98**	**32**	**1,083.8**	**.0724**	**86**
3585		Refrigeration & heating equipment	4	3	281.3	1.9985	98
3714		Motor-vehicle parts & accessories	6	5	175.7	.5651	97
Livingston	**75**	**All mfg.**	**70**	**12**	**309.9**	**.0207**	**39**
Luce		**All mfg.**	**2**		**3.7**	**.0002**	**0**
Mackinac		**All mfg.**	**2**		**2.3**	**.0002**	**0**
Macomb	**75**	**All mfg.**	**664**	**132**	**6,781.8**	**.4532**	**84**
3079		Miscellaneous plastics products	37	11	204.8	.9659	69
3452		Bolts, nuts, rivets, & washers	13	4	70.8	1.8915	65
3462		Iron & steel forgings	15	3	52.6	1.9075	55
3465		Automotive stampings	20	7	1,110.4	10.0860	96
3469		Metal stampings n.e.c.	25	3	58.7	1.1200	29
3471		Plating & polishing	14	2	53.4	2.6631	61
3541		Metal-cutting machine tools	19	7	67.3	3.7244	83
3544		Special dies, tools, jigs, & fixtures	108	11	138.2	4.9976	41
3545		Machine-tool accessories	25	2	31.4	2.2301	37
3599		Machinery, except electrical, n.e.c.	48	7	169.3	1.6488	45
3711		Motor vehicles & passenger-car bodies	4	2	1,509.4	1.9049	99
3714		Motor-vehicle parts & accessories	28	13	1,328.9	4.2743	96
3764		Space-propulsion units & parts	1	1	240.5	20.9970	100
3795		Tanks & tank components	2	1	347.4	36.2971	97
Manistee		**All mfg.**	**19**	**8**	**159.3**	**.0106**	**89**
Marquette		**All mfg.**	**19**	**4**	**68.9**	**.0046**	**46**
Mason		**All mfg.**	**29**	**7**	**156.3**	**.0104**	**63**
Mecosta		**All mfg.**	**21**	**4**	**66.3**	**.0044**	**41**
Menominee		**All mfg.**	**41**	**10**	**267.1**	**.0179**	**67**
Midland		**All mfg.**	**18**	**5**	**2,339.9**	**.1564**	**99**
2821		Plastics materials & synthetic resins	1	1	525.5	4.2890	100
2869		Industrial organic chemicals n.e.c.	1	1	1,732.9	6.8533	100
Missaukee		**All mfg.**	**4**		**7.8**	**.0005**	**0**
Monroe	**275**	**All mfg.**	**42**	**14**	**608.0**	**.0406**	**89**
3465		Automotive stampings	3	2	299.6	2.7213	98
3714		Motor-vehicle parts & accessories	3	2	74.7	.2403	98
Montcalm		**All mfg.**	**25**	**10**	**365.3**	**.0244**	**84**
3632		Household refrigerators & freezers	2	2	190.8	7.0245	100
Montmorency		**All mfg.**	**5**	**2**	**18.1**	**.0012**	**81**
Muskegon	**182**	**All mfg.**	**137**	**39**	**1,514.3**	**.1012**	**86**
2522		Metal office furniture	2	2	71.9	4.2292	100
2621		Paper mills, except building paper	1	1	120.9	.7985	100
3321		Gray-iron foundries	3	1	96.0	1.1978	97
3369		Nonferrous foundries n.e.c.	4	3	126.2	11.8698	99
3536		Hoists, industrial cranes, & monorails	1	1	61.6	6.2229	100
3592		Carburetors, pistons, rings, & valves	3	2	174.8	8.0732	97
3724		Aircraft engines & engine parts	1	1	111.5	1.3163	100
3949		Sporting & athletic goods n.e.c.	1	1	51.4	1.7792	100
Newaygo		**All mfg.**	**11**	**2**	**94.6**	**.0063**	**71**
Oakland	**75**	**All mfg.**	**1,008**	**215**	**13,605.8**	**.9093**	**88**
2013		Sausages & other prepared meats	2	1	546.2	6.4633	99
2711		Newspapers	7	4	47.0	.3616	90
3079		Miscellaneous plastics products	46	11	200.1	.9437	54
3272		Concrete products n.e.c.	11	4	75.2	2.2521	82
3317		Steel pipe & tubes	4	3	65.1	1.8316	97
3451		Screw-machine products	26	1	48.5	2.4345	9
3462		Iron & steel forgings	17	3	49.7	1.8023	40
3465		Automotive stampings	11	5	144.4	1.3116	78
3469		Metal stampings n.e.c.	27	6	96.4	1.8393	52
3535		Conveyors & conveying equipment	12	2	64.8	2.8632	46
3541		Metal-cutting machine tools	32	9	63.9	3.5362	70
3544		Special dies, tools, jigs, & fixtures	96	14	138.4	5.0049	48
3545		Machine-tool accessories	56	14	146.0	10.3693	73
3559		Special-industry machinery n.e.c.	20	5	93.5	1.3817	64
3599		Machinery, except electrical, n.e.c.	56	9	178.6	1.7394	39

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

We Have The Demographics You Need For Your Business Plans Through 1990



The fastest, most accurate, most economical source of projected market data anywhere is the **1980 Forecaster's Handbook** from Sales & Marketing Management.

A broad statement, perhaps, but true.

Developed by the producers of the Survey of Buying Power—the gospel of sales and marketing executives for over 50 years—the **1980 Forecaster's Handbook** is based on time-tested techniques for projecting growth and change. So you can actually make your sales and marketing plans now through 1990.

EVERYTHING YOU NEED

With the important new addition of the User's Guide, you'll quickly and accurately be able to:

- assign sales territories
- develop new products
- assign sales quotas
- define markets you are in now
- define markets you should be in
- define markets you **shouldn't** be in.

And all at a fraction of the price and time involved if you contracted for a customized project.

PLUS THE TV MARKET

Expanded by 25% over last year's edition, the seven sections of the **1980 Forecaster's Handbook** give you all the information you need **now** about:

1. State and regional summaries of population, income and retail sales; plus, population by age and sex.

2. Metropolitan market rankings

3. Population, income and retail sales for metropolitan markets

4. Population by age and sex for metropolitan markets

5. TV market (ADI) rankings

6. Population, income and retail sales for TV markets

7. Population by age and sex for TV markets, plus all TV market data for 1978, 1980, 1981, 1985, and 1990.

COMPLETE MAP SECTION

Supplemented with maps which outline population, households, effective buying income, total retail sales, and buying power index, the **Forecaster's Handbook** is all contained in one binder, sturdily built to withstand constant use.

FREE BONUS

By acting now you'll receive free our new 103 page 50-State Atlas of Forecasting Data Maps, an invaluable aid in planning your market strategy.

If you have any questions about the contents or methodology of **Forecaster's Handbook**, or if you'd like to know more about its many applications for your industry, call Market Statistics at 212/986-4800, ext. 384.

SALES BUILDERS DIVISION'S
S&MM
SALES & MARKETING MANAGEMENT
A BILL PUBLICATION
633 Third Avenue New York N.Y. 10017

Gentlemen:

Send me the all-new, 1980 edition of Sales & Marketing Management's FORECASTER'S HANDBOOK.
I understand that if I decide not to keep the Handbook, I may return it within 15 days and owe nothing. Otherwise, I will be billed for $395, plus a modest charge for postage and handling.
Act now, and you'll get our new handy 103-page "50-State Atlas of Forecasting Data Maps" and User's Guide FREE.
For information, call Market Statistics at 212/986-4800, ext. 384.

NAME ____________ TITLE ____________
COMPANY ____________
ADDRESS ____________
CITY ________ STATE ________ ZIP ________

Check one:
Full payment enclosed (Save postage and handling.) Bill me later
Send more information Have someone call me

My phone number is ____________
GS00

NO PO BOXES PLEASE

MICHIGAN (Oakland, cont.)

		1979 (S&MM Est.)				
County SIC	Metro Area Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
		Total Plants	Large Plants			
3612	Transformers	5	1	48.3	1.8220	83
3622	Industrial controls	15	3	40.5	1.3372	58
3711	Motor vehicles & passenger-car bodies	5	4	8,723.6	11.0092	100
3714	Motor-vehicle parts & accessories	24	12	480.6	1.5458	92
3724	Aircraft engines & engine parts	7	4	112.6	1.3293	90
3811	Engineering & scientific instruments	5	2	39.1	1.7160	92
Oceana	**182 All mfg.**	**17**	**4**	**64.2**	**.0043**	**62**
Ogemaw	**All mfg.**	**17**	**3**	**110.0**	**.0074**	**17**
Ontonagon	**All mfg.**	**4**	**3**	**595.7**	**.0398**	**100**
3331	Primary copper	1	1	291.7	5.9022	100
3351	Copper rolling & drawing	1	1	277.5	5.1993	100
Osceola	**All mfg.**	**13**	**7**	**164.7**	**.0110**	**91**
Oscoda	**All mfg.**	**6**	**1**	**24.7**	**.0017**	**48**
Otsego	**All mfg.**	**12**	**2**	**33.7**	**.0023**	**44**
Ottawa	**102 All mfg.**	**204**	**71**	**1,360.7**	**.0909**	**79**
3469	Metal stampings n.e.c.	6	2	47.8	.9120	77
3714	Motor-vehicle parts & accessories	4	4	88.4	.2843	100
Presque Isle	**All mfg.**	**5**	**1**	**11.3**	**.0008**	**66**
Roscommon	**All mfg.**	**8**	**1**	**23.2**	**.0016**	**56**
Saginaw	**237 All mfg.**	**142**	**35**	**2,098.6**	**.1402**	**87**
3321	Gray-iron foundries	3	1	355.8	4.4393	98
3322	Malleable-iron foundries	1	1	93.6	12.0868	100
3714	Motor-vehicle parts & accessories	5	5	934.4	3.0054	100
St. Clair	**75 All mfg.**	**99**	**26**	**916.4**	**.0612**	**78**
3351	Copper rolling & drawing	1	1	244.8	4.5866	100
St. Joseph	**All mfg.**	**107**	**34**	**619.7**	**.0414**	**68**
2591	Drapery hardware & blinds & shades	1	1	73.4	9.1647	100
Sanilac	**All mfg.**	**36**	**12**	**188.2**	**.0126**	**66**
Schoolcraft	**All mfg.**	**4**	**2**	**33.0**	**.0022**	**91**
Shiawassee	**89 All mfg.**	**46**	**15**	**360.6**	**.0241**	**81**
3621	Motors & generators	3	3	54.9	1.1743	100
3714	Motor-vehicle parts & accessories	5	5	131.6	.4233	100
Tuscola	**All mfg.**	**33**	**8**	**234.0**	**.0156**	**79**
Van Buren	**129 All mfg.**	**60**	**20**	**374.4**	**.0250**	**69**
Washtenaw	**14 All mfg.**	**149**	**56**	**3,930.2**	**.2627**	**94**
3079	Miscellaneous plastics products	14	5	116.2	.5480	84
3573	Electronic computing equipment	8	2	138.4	.8109	82
3711	Motor vehicles & passenger-car bodies	2	2	1,736.1	2.1910	100
3714	Motor-vehicle parts & accessories	10	10	1,157.3	3.7223	100
Wayne	**75 All mfg.**	**1,715**	**404**	**32,090.8**	**2.1446**	**90**
2011	Meat-packing plants	15	6	618.8	1.5968	89
2026	Fluid milk	6	3	151.7	1.0754	83
2051	Bread, cake, & related products	21	5	138.5	1.4145	79
2082	Malt beverages	1	1	232.7	3.2144	100
2086	Bottled & canned soft drinks	11	6	149.9	1.5217	92
2091	Canned & cured seafoods	3	2	84.7	5.6880	98
2099	Food preparations n.e.c.	10	4	176.2	2.5785	89
2396	Automotive & apparel trimmings	2	1	157.0	6.3146	98
2499	Wood products n.e.c.	12	4	42.3	1.6754	79
2711	Newspapers	15	4	191.2	1.4709	92
2751	Letterpress commercial printing	37	5	60.6	1.2594	48
2752	Lithographic commercial printing	24	4	86.0	1.0763	43
2819	Industrial inorganic chemicals n.e.c.	7	2	105.0	1.1600	69
2821	Plastics materials & synthetic resins	4	3	132.9	1.0847	98
2834	Pharmaceutical preparations	2	1	291.1	2.2740	97
2851	Paints & allied products	17	3	171.8	2.2412	58
2869	Industrial organic chemicals n.e.c.	5	1	422.2	1.6697	88
2899	Chemical preparations n.e.c.	14	3	85.1	2.0851	60
3011	Tires & inner tubes	1	1	447.4	4.1512	100
3079	Miscellaneous plastics products	30	5	108.6	.5122	48
3211	Flat glass	4	3	78.7	4.0945	95
3231	Products of purchased glass	5	3	115.5	5.0933	95
3312	Blast furnaces & steel mills	10	7	1,895.5	3.7626	99
3316	Cold-rolled steel sheet, strip, & bars	12	6	244.5	8.2643	85
3317	Steel pipe & tubes	2	2	87.8	2.4703	100
3369	Nonferrous foundries n.e.c.	9	5	158.8	14.9360	98
3398	Metal heat treating	17	4	155.2	15.0841	55
3399	Primary metal products n.e.c.	13	3	49.6	5.0950	55
3441	Fabricated structural metal	30	6	124.4	2.0188	67
3442	Metal doors, sash, & trim	20	3	35.9	1.3527	44
3444	Sheet-metal work	24	6	67.0	1.2407	51
3451	Screw-machine products	42	7	91.3	4.5829	46
3452	Bolts, nuts, rivets, & washers	32	9	207.0	5.5303	72
3462	Iron & steel forgings	32	8	198.5	7.1983	74
3465	Automotive stampings	30	13	2,614.5	23.7481	97
3469	Metal stampings n.e.c.	36	11	198.7	3.7913	72
3471	Plating & polishing	38	4	56.5	2.8177	23
3493	Steel springs, except wire	4	3	59.8	10.2837	94
3519	Internal-combustion engines n.e.c.	5	5	1,734.9	19.8062	100
3523	Farm machinery & equipment	3	2	218.6	2.1313	99
3535	Conveyors & conveying equipment	12	6	78.0	3.4464	80
3541	Metal-cutting machine tools	36	4	50.1	2.7726	45
3544	Special dies, tools, jigs, & fixtures	137	9	195.2	7.0589	43
3545	Machine-tool accessories	47	10	78.4	5.5682	57
3559	Special-industry machinery n.e.c.	23	7	139.2	2.0570	66
3567	Industrial-process furnaces & ovens	11	3	26.6	5.2321	78
3569	General industrial machinery n.e.c.	13	7	40.1	2.0663	85
3573	Electronic computing equipment	5	4	492.9	2.8879	99
3599	Machinery, except electrical, n.e.c.	57	3	149.8	1.4589	24
3679	Electronic components n.e.c.	7	2	27.5	.6010	85
3711	Motor vehicles & passenger-car bodies	18	15	11,286.6	14.2437	100
3714	Motor-vehicle parts & accessories	54	27	3,016.3	9.7016	97
3728	Aircraft equipment n.e.c.	11	4	84.3	1.3664	81
Wexford	**All mfg.**	**32**	**9**	**177.4**	**.0119**	**51**
State Total	**All mfg.**	**7,105**	**1,809**	**103,984.3**	**6.9492**	**88**

MINNESOTA

		1979 (S&MM Est.)				
County SIC	Metro Area Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
		Total Plants	Large Plants			
Aitkin	**All mfg.**	**9**	**4**	**129.2**	**.0086**	**92**
Anoka	**175 All mfg.**	**38**	**14**	**682.8**	**.0456**	**88**
3444	Sheet-metal work	4	1	45.9	.8500	88
3482	Small-arms ammunition	1	1	84.6	17.5083	100
3621	Motors & generators	1	1	81.3	1.7389	100
3693	X-ray apparatus & tubes	1	1	244.9	12.3843	100
Becker	**All mfg.**	**9**	**4**	**81.2**	**.0054**	**77**
Beltrami	**All mfg.**	**6**		**11.2**	**.0007**	**0**
Benton	**238 All mfg.**	**49**	**16**	**408.5**	**.0273**	**81**
2399	Fabricated textile products n.e.c.	1	1	81.3	6.2979	100
3632	Household refrigerators & freezers	2	1	91.8	3.3797	98
Big Stone	**All mfg.**	**4**		**12.1**	**.0008**	**0**
Blue Earth	**All mfg.**	**48**	**16**	**751.8**	**.0502**	**79**
Brown	**All mfg.**	**24**	**3**	**379.7**	**.0254**	**79**
Carlton	**All mfg.**	**8**	**6**	**437.7**	**.0293**	**99**
2621	Paper mills, except building paper	1	1	214.4	1.4160	100
2661	Building-paper & building-board mills	1	1	41.4	6.2368	100
Carver	**175 All mfg.**	**22**	**7**	**185.4**	**.0124**	**73**
Cass	**All mfg.**	**4**	**1**	**12.4**	**.0008**	**28**
Chippewa	**All mfg.**	**8**	**1**	**24.7**	**.0017**	**35**
Chisago	**175 All mfg.**	**13**	**4**	**69.2**	**.0046**	**69**
Clay	**86 All mfg.**	**10**	**4**	**223.7**	**.0149**	**94**
2063	Beet sugar	1	1	148.1	11.8813	100
Clearwater	**All mfg.**	**5**	**1**	**25.0**	**.0017**	**40**
Cook	**All mfg.**	**1**		**2.0**	**.0001**	**0**
Cottonwood	**All mfg.**	**6**	**2**	**33.0**	**.0022**	**49**
Crow Wing	**All mfg.**	**22**	**6**	**186.6**	**.0125**	**80**
Dakota	**175 All mfg.**	**65**	**19**	**685.6**	**.0458**	**75**
2645	Die-cut paper & board	2	2	152.9	11.6833	100
Dodge	**All mfg.**	**4**	**1**	**32.2**	**.0022**	**41**
Douglas	**All mfg.**	**10**	**3**	**121.9**	**.0081**	**86**
Faribault	**All mfg.**	**21**	**8**	**143.7**	**.0096**	**79**
Fillmore	**All mfg.**	**7**	**2**	**26.5**	**.0018**	**43**
Freeborn	**All mfg.**	**22**	**8**	**665.7**	**.0445**	**95**
2011	Meat-packing plants	1	1	350.8	.9052	100
2016	Poultry-dressing plants	1	1	124.9	1.9510	100

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Goodhue		**All mfg.**	**33**	**16**	**444.3**	**.0297**	**83**
Hennepin	**175**	**All mfg.**	**941**	**315**	**9,084.4**	**.6071**	**81**
2041		Flour & other grain-mill products	7	3	477.7	10.7086	92
2048		Prepared feeds n.e.c.	7	2	205.8	2.3814	82
2051		Bread, cake, & related products	10	5	167.2	1.7076	91
2321		Men's & boys' shirts & nightwear	2	1	51.2	1.5160	98
2431		Millwork	13	2	55.8	1.3421	51
2439		Structural wood members n.e.c.	3	2	39.4	4.5921	96
2643		Bags, except textile bags	10	4	79.7	1.8767	62
2711		Newspapers	5	1	100.0	.7693	93
2721		Periodicals	9	5	141.5	2.3236	91
2751		Letterpress commercial printing	36	9	84.9	1.7644	67
2752		Lithographic commercial printing	22	8	154.6	1.9348	80
3069		Fabricated rubber products n.e.c.	9	2	60.2	1.1869	76
3079		Miscellaneous plastics products	38	12	215.8	1.0178	74
3361		Aluminum foundries	7	4	109.8	3.4150	94
3469		Metal stampings n.e.c.	22	6	73.6	1.4043	52
3489		Ordnance & accessories n.e.c.	2	1	75.7	9.0964	98
3523		Farm machinery & equipment	14	5	144.5	1.4088	79
3524		Lawn & garden equipment	2	1	103.3	6.6019	98
3531		Construction machinery	9	5	203.1	1.3667	90
3532		Mining machinery	1	1	59.8	2.4531	100
3535		Conveyors & conveying equipment	10	5	97.1	4.2904	84
3544		Special dies, tools, jigs, & fixtures	10	6	33.1	1.1970	92
3563		Air & gas compressors	2	1	63.9	4.7284	98
3569		General industrial machinery n.e.c.	9	5	34.1	1.7571	86
3573		Electronic computing equipment	16	8	559.8	3.2799	93
3585		Refrigeration & heating equipment	2	1	136.6	.9705	98
3589		Service-industry machinery n.e.c.	6	5	208.9	7.5230	98
3599		Machinery, except electrical, n.e.c.	47	5	187.0	1.8212	46
3622		Industrial controls	4	3	44.4	1.4660	97
3631		Household cooking equipment	2	1	96.1	5.4156	98
3643		Current-carrying wiring devices	6	3	48.3	2.4782	93
3651		Radio & TV receiving sets	3	1	103.7	1.7414	94
3679		Electronic components n.e.c.	13	4	36.7	.8021	76
3714		Motor vehicle parts & accessories	7	4	160.9	.5175	92
3728		Aircraft equipment n.e.c.	2	2	67.7	1.0974	100
3769		Space vehicle equipment n.e.c.	1	1	105.0	13.2660	100
3799		Transportation equipment n.e.c.	2	2	94.8	13.2550	100
3822		Environmental controls	3	3	245.4	14.9762	100
3823		Industrial process-control instruments	3	3	118.2	5.8135	100
3842		Surgical appliances & supplies	4	3	82.0	2.5367	95
3861		Photographic equipment & supplies	5	2	201.4	1.8010	89
3944		Games, toys, & children's vehicles	7	6	225.2	6.7889	99
3993		Signs & advertising displays	18	3	51.1	2.4691	51
Houston		**All mfg.**	**9**	**2**	**43.3**	**.0029**	**38**
Hubbard		**All mfg.**	**3**	**1**	**5.9**	**.0004**	**64**
Isanti		**All mfg.**	**11**	**2**	**41.6**	**.0028**	**42**
Itasca		**All mfg.**	**13**	**5**	**164.6**	**.0110**	**88**
Jackson		**All mfg.**	**4**	**3**	**44.7**	**.0030**	**96**
Kanabec		**All mfg.**	**5**	**1**	**29.3**	**.0020**	**67**
Kandiyohi		**All mfg.**	**18**	**3**	**110.4**	**.0074**	**57**
2017		Poultry & egg processing	1	1	42.8	3.6481	100
Kittson		**All mfg.**	**2**	**1**	**5.1**	**.0003**	**61**
Koochiching		**All mfg.**	**9**	**3**	**98.0**	**.0065**	**82**
Lac qui Parle		**All mfg.**	**6**	**2**	**365.9**	**.0245**	**97**
Lake		**All mfg.**	**4**	**1**	**32.7**	**.0022**	**49**
Lake of the Woods		**All mfg.**	**1**	**1**	**9.6**	**.0006**	**100**
Le Sueur		**All mfg.**	**22**	**5**	**201.2**	**.0134**	**72**
2033		Canned fruits & vegetables	2	1	107.8	1.5810	96
Lyon		**All mfg.**	**20**	**8**	**249.5**	**.0167**	**88**
2017		Poultry & egg processing	2	2	32.1	2.7361	100
McLeod		**All mfg.**	**25**	**8**	**358.9**	**.0240**	**84**
2641		Paper coating & glazing	1	1	168.4	4.3575	100
Martin		**All mfg.**	**16**	**5**	**367.1**	**.0245**	**88**
3599		Machinery, except electrical, n.e.c.	1	1	122.7	1.1950	100
Meeker		**All mfg.**	**13**	**5**	**119.5**	**.0080**	**70**
Mille Lacs		**All mfg.**	**13**	**4**	**45.3**	**.0030**	**48**
Morrison		**All mfg.**	**12**	**4**	**98.1**	**.0066**	**80**
2322		Men's & boys' underwear	1	1	33.3	8.0338	100
Mower		**All mfg.**	**13**	**4**	**534.1**	**.0357**	**93**
2011		Meat-packing plants	1	1	467.8	1.2072	100
Murray		**All mfg.**	**2**		**9.2**	**.0006**	**0**
Nicollet		**All mfg.**	**9**	**2**	**39.5**	**.0026**	**42**
Nobles		**All mfg.**	**9**	**2**	**216.6**	**.0145**	**89**
2032		Canned food specialties	1	1	117.9	3.9501	100
Norman		**All mfg.**	**1**		**2.0**	**.0001**	**0**
Olmsted	**233**	**All mfg.**	**33**	**15**	**482.9**	**.0323**	**91**
3573		Electronic computing equipment	1	1	164.8	.9656	100
Otter Tail		**All mfg.**	**21**	**7**	**194.5**	**.0130**	**61**
Pennington		**All mfg.**	**8**	**3**	**153.2**	**.0102**	**86**
3732		Boat building & repairing	1	1	47.9	2.1196	100
Pine		**All mfg.**	**7**		**31.9**	**.0021**	**0**
Pipestone		**All mfg.**	**5**	**1**	**30.4**	**.0020**	**59**
Polk	**101**	**All mfg.**	**14**	**4**	**121.3**	**.0081**	**67**
Pope		**All mfg.**	**5**		**9.8**	**.0007**	**0**
Ramsey	**175**	**All mfg.**	**352**	**130**	**6,623.9**	**.4427**	**90**
2082		Malt beverages	2	2	201.6	2.7848	100
2515		Mattresses & bedsprings	2	1	65.1	4.1521	96
2641		Paper coating & glazing	2	2	255.7	6.6165	100
2711		Newspapers	6	3	62.8	.4831	93
2731		Book publishing	3	1	137.5	2.8118	97
2751		Letterpress commercial printing	14	6	66.1	1.3737	89
2752		Lithographic commercial printing	4	3	79.7	.9974	98
2842		Polishes & sanitation goods	3	1	156.7	4.3859	97
2844		Toilet preparations	3	2	150.2	1.9863	95
2911		Petroleum refining	2	2	1,182.8	1.0734	100
3079		Miscellaneous plastics products	13	4	107.9	.5089	84
3483		Ammunition, except small-arms, n.e.c.	1	1	42.8	4.9280	100
3531		Construction machinery	4	2	170.1	1.1446	94
3573		Electronic computing equipment	6	6	1,182.5	6.9283	100
3599		Machinery, except electrical, n.e.c.	8	2	244.2	2.3782	92
3632		Household refrigerators & freezers	1	1	130.1	4.7898	100
3711		Motor vehicles & passenger-car bodies	1	1	463.0	.5843	100
Red Lake		**All mfg.**	**3**	**2**	**14.7**	**.0010**	**80**
Redwood		**All mfg.**	**7**	**2**	**45.3**	**.0030**	**69**
Renville		**All mfg.**	**9**	**2**	**44.5**	**.0030**	**65**
Rice		**All mfg.**	**24**	**7**	**216.3**	**.0145**	**59**
Rock		**All mfg.**	**8**	**3**	**64.4**	**.0043**	**83**
Roseau		**All mfg.**	**4**	**2**	**80.0**	**.0053**	**97**
St. Louis	**77**	**All mfg.**	**109**	**25**	**723.1**	**.0483**	**62**
2038		Frozen food specialties	3	1	146.0	4.3068	92
Scott	**175**	**All mfg.**	**30**	**13**	**252.7**	**.0169**	**71**
Sherburne	**238**	**All mfg.**	**7**	**1**	**36.9**	**.0025**	**58**
Sibley		**All mfg.**	**7**	**3**	**79.7**	**.0053**	**79**
2385		Waterproof outer garments	1	1	48.5	11.2035	100
Stearns	**238**	**All mfg.**	**31**	**15**	**317.3**	**.0212**	**78**
Steele		**All mfg.**	**33**	**13**	**318.2**	**.0213**	**84**
3423		Hand & edge tools n.e.c.	1	1	48.4	1.9245	100
Stevens		**All mfg.**	**5**		**13.1**	**.0009**	**0**
Swift		**All mfg.**	**7**	**2**	**141.5**	**.0095**	**88**
3423		Hand & edge tools n.e.c.	1	1	96.8	3.8489	100
Todd		**All mfg.**	**12**	**3**	**73.2**	**.0049**	**36**
Traverse		**All mfg.**	**1**		**.7**		**0**
Wabasha		**All mfg.**	**10**	**3**	**85.1**	**.0057**	**59**
Wadena		**All mfg.**	**8**	**1**	**34.3**	**.0023**	**42**
Waseca		**All mfg.**	**13**	**5**	**153.5**	**.0103**	**88**
Washington	**175**	**All mfg.**	**21**	**9**	**736.3**	**.0492**	**97**
2431		Millwork	3	1	102.7	2.4701	97
3544		Special dies, tools, jigs, & fixtures	2	2	22.8	.8245	100
Watonwan		**All mfg.**	**10**	**3**	**70.0**	**.0047**	**56**
Wilkin		**All mfg.**	**1**		**2.4**	**.0002**	**0**
Winona		**All mfg.**	**49**	**23**	**407.1**	**.0272**	**83**
3469		Metal stampings n.e.c.	1	1	68.6	1.3089	100
Wright	**175**	**All mfg.**	**21**	**5**	**96.3**	**.0064**	**60**
Yellow Medicine		**All mfg.**	**4**	**3**	**66.2**	**.0044**	**84**
State Total		**All mfg.**	**2,508**	**838**	**29,773.3**	**1.9897**	**83**
MISSISSIPPI							
Adams		**All mfg.**	**21**	**4**	**330.3**	**.0221**	**84**
2611		Pulp mills	1	1	144.9	5.4797	100
3011		Tires & inner tubes	1	1	100.2	.9297	100

MISSISSIPPI (cont.)

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil)	% Of U.S. Shipments	% In Large Plants
Alcorn		All mfg.	26	15	308.0	.0206	85
3661		Telephone & telegraph apparatus	1	1	98.1	1.1303	100
Amite		All mfg.	4	2	23.6	.0016	80
Attala		All mfg.	15	4	70.7	.0047	65
Benton		All mfg.	2	1	6.6	.0004	55
Bolivar		All mfg.	13	8	259.4	.0173	96
2834		Pharmaceutical preparations	1	1	95.9	.7492	100
Calhoun		All mfg.	13	6	52.8	.0035	76
Carroll		All mfg.	1		2.3	.0002	0
Chickasaw		All mfg.	34	15	159.3	.0106	76
2512		Upholstered wood household furniture	15	5	78.1	2.1603	76
Choctaw		All mfg.	9	5	39.6	.0026	72
Claiborne		All mfg.	8	3	42.1	.0028	45
Clarke		All mfg.	14	3	65.5	.0044	57
Clay		All mfg.	16	5	427.9	.0286	92
2011		Meat-packing plants.	1	1	290.5	.7496	100
3443		Fabricated plate work (boiler shops)	1	1	76.1	.9130	100
Coahoma		All mfg.	20	7	289.8	.0194	82
Copiah		All mfg.	22	12	145.9	.0098	82
Covington		All mfg.	8	3	78.0	.0052	86
De Soto	169	All mfg.	36	11	193.4	.0129	61
Forrest	112	All mfg.	41	12	336.6	.0225	78
Franklin		All mfg.	4		12.9	.0009	0
George		All mfg.	4	1	10.2	.0007	66
Greene		All mfg.	1	1	5.7	.0004	100
Grenada		All mfg.	18	7	273.2	.0183	84
Hancock	32	All mfg.	5	1	20.3	.0014	22
Harrison	32	All mfg.	67	18	331.7	.0222	55
Hinds	120	All mfg.	171	51	1,272.2	.0850	67
2517		Wood TV & radio cabinets	1	1	45.9	11.3222	100
3613		Switchgear & switchboard apparatus	2	2	56.6	1.3025	100
3714		Motor-vehicle parts & accessories	3	2	97.0	.3120	95
Holmes		All mfg.	12	2	37.8	.0025	42
Humphreys		All mfg.	5	1	14.0	.0009	33
Itawamba		All mfg.	16	12	121.9	.0081	90
Jackson	206	All mfg.	42	16	2,303.4	.1539	96
2621		Paper mills, except building paper	1	1	142.3	.9398	100
3444		Sheet-metal work	1	1	73.6	1.3629	100
3731		Ship building & repairing	4	2	1,048.3	15.8153	100
Jasper		All mfg.	9	2	50.8	.0034	56
Jefferson		All mfg.	5	2	30.7	.0021	60
Jefferson Davis		All mfg.	5	2	16.0	.0011	57
Jones		All mfg.	36	9	328.3	.0219	55
2499		Wood products n.e.c.	1	1	71.7	2.8398	100
Kemper		All mfg.	8	2	27.3	.0018	57
Lafayette		All mfg	6	4	65.4	.0044	81
Lamar	112	All mfg.	11	6	232.8	.0156	82
Lauderdale	170	All mfg.	60	19	332.3	.0222	66
Lawrence		All mfg.	7	3	87.2	.0058	91
Leake		All mfg.	11	5	78.4	.0052	76
Lee		All mfg.	74	37	711.1	.0475	85
2311		Men's & boys' suits & coats	4	4	32.6	1.1356	100
2512		Upholstered wood household furniture	9	3	37.0	1.0235	63
2515		Mattresses & bedsprings	4	2	43.0	2.7425	89
Leflore		All mfg.	23	7	144.7	.0097	64
3931		Musical instruments & parts	1	1	40.0	3.5094	100
Lincoln		All mfg.	22	4	139.1	.0093	66
Lowndes		All mfg.	37	18	367.0	.0245	83
3621		Motors & generators	2	2	46.6	.9967	100
Madison		All mfg.	32	13	178.5	.0119	77
Marion		All mfg.	10	4	79.9	.0053	83
Marshall		All mfg.	13	4	80.4	.0054	70
Monroe		All mfg.	42	22	297.7	.0199	84
2327		Men's & boys' separate trousers	12	11	73.2	3.2412	98
Montgomery		All mfg.	10	3	53.9	.0036	53
Neshoba		All mfg.	7	6	89.5	.0060	97
Newton		All mfg.	12	7	84.8	.0057	80
Noxubee		All mfg.	9	3	35.2	.0024	57
Oktibbeha		All mfg.	12	4	71.4	.0048	62
Panola		All mfg.	18	8	88.9	.0059	77
Pearl River		All mfg.	16	5	78.6	.0053	67
Perry		All mfg.	6	3	51.1	.0034	76
Pike		All mfg.	26	10	182.1	.0122	77
3442		Metal doors, sash, & trim	2	2	40.6	1.5298	100
Pontotoc		All mfg.	21	13	142.3	.0095	85
2512		Upholstered wood household furniture	7	4	45.2	1.2503	85
Prentiss		All mfg.	23	14	148.0	.0099	72
Quitman		All mfg.	4	3	195.9	.0131	96
Rankin	120	All mfg.	12	6	111.7	.0075	84
Scott		All mfg.	22	15	237.3	.0159	86
2016		Poultry-dressing plants	5	5	132.5	2.0698	100
Sharkey		All mfg.	3	2	14.1	.0009	84
Simpson		All mfg.	7	2	119.0	.0080	87
3612		Transformers	1	1	96.2	3.6290	100
Smith		All mfg.	13	5	69.3	.0046	76
Stone	32	All mfg.	6	3	74.0	.0049	88
Sunflower		All mfg.	11	7	91.2	.0061	90
Tallahatchie		All mfg.	6	2	14.5	.0010	52
Tate		All mfg.	6	3	65.8	.0044	85
Tippah		All mfg.	16	9	114.9	.0077	87
Tishomingo		All mfg.	18	8	104.0	.0070	61
2329		Men's & boys' clothing n.e.c.	3	2	20.1	1.8383	93
Tunica		All mfg.	2	1	22.9	.0015	74
Union		All mfg.	20	10	158.8	.0106	82
2512		Upholstered wood household furniture	2	1	55.0	1.5214	98
Walthall		All mfg.	8	2	27.7	.0019	64
Warren		All mfg.	25	11	402.0	.0269	63
3731		Ship building & repairing	2	2	49.6	.7483	100
Washington		All mfg.	52	11	283.5	.0189	49
Wayne		All mfg.	9	5	67.7	.0045	82
Webster		All mfg.	10	6	45.9	.0031	88
Wilkinson		All mfg.	4	1	12.4	.0008	52
Winston		All mfg.	12	4	110.0	.0074	85
3873		Watches, clocks, & watchcases	1	1	61.3	4.5200	100
Yalobusha		All mfg.	4	3	58.1	.0039	96
Yazoo		All mfg.	16	4	191.1	.0128	70
State Total		All mfg.	1,505	588	14,100.3	.9423	79

MISSOURI

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil)	% Of U.S. Shipments	% In Large Plants
Adair		All mfg.	8	7	97.5	.0065	99
Atchison		All mfg.	4	1	74.4	.0050	87
Audrain		All mfg.	19	8	274.3	.0183	57
3255		Clay refractories	5	5	122.7	16.2689	100
Barry		All mfg.	22	8	135.9	.0091	80
Barton		All mfg.	4	3	23.5	.0016	90
Bates		All mfg.	7	2	24.3	.0016	33
Benton		All mfg.	4	1	11.4	.0008	54
Bollinger		All mfg.	5	2	17.9	.0012	68
Boone	61	All mfg.	28	5	174.4	.0117	61
3644		Non-current-carrying wiring devices	1	1	68.3	4.4652	100
Buchanan	239	All mfg.	80	36	1,067.7	.0714	85
2011		Meat-packing plants	3	3	254.9	.6578	100
2041		Flour & other grain-mill products	3	3	201.2	4.5103	100
2648		Stationery products	1	1	70.5	8.5735	100
Butler		All mfg.	18	5	78.2	.0052	68
Caldwell		All mfg.	1	1	9.9	.0007	100
Callaway		All mfg.	12	4	43.1	.0029	65
Camden		All mfg.	5	1	16.1	.0011	48
Cape Girardeau		All mfg.	45	12	394.0	.0263	84
Carroll		All mfg.	4	2	77.9	.0052	95
Carter		All mfg.	4		6.6	.0004	0
Cass	132	All mfg.	10	2	34.1	.0023	61

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

In the last four months we made over 20,000 phone calls

ABC
DEF
GHI 4
JKL 5
MNO 6
PRS 7
TUV 8
WXY 9
1

to give you the most comprehensive plastics marketing sales tool in the world.

If you know and sell the plastics marketplace, our 1980 Census of injection molding machines and extrusion lines will stagger you with scope, detail, and accuracy. It is the biggest, most comprehensive collection of plastics market data ever assembled. Any time. Anywhere.

Now that's a pretty big claim. But we can back it up. Here's what the Census puts at your fingertips.

Our Census gives you the exact count of every production molding machine and extruder out there in the marketplace. It gives you the machines by type, by size, by age, by origin (domestic or foreign). It gives you where they are by five digit zip code—and whether in a custom operation ...or, if a captive operation, the SIC industry in which the machine is located.

And that's just for starters. The Census also tells you whether the machine was installed in the last twelve months. And it indicates what types of materials are being processed at the plant where the machine lives—polyethylenes, polypropylenes, polystyrenes, vinyls, thermoplastics, and thermosets. And still loads more data.

The 1980 Census. Why We Do It. And How To Get It.

To maintain our position as the most precisely targeted and circulated magazine in the plastics field, we thoroughly define the marketplace. So we do the Census every five years. Not with a few hundred phone calls on which to base mathematical projections . . . but with at least one call to every processing operation out there.

We have the Census keyboarded, computer-stored, and available to you in bound report form at $4,000 for the injection molding or extrusion segments individually, or $6,000 for both. And if you think that's steep, we'll trade you a report for our phone bill.

For an important dollar outlay like this, you'll probably need more detail. Use the coupon below and we'll get it to you. Fast. Or call (212) 986-4800.

PLASTICS TECHNOLOGY
633 Third Avenue, N.Y., NY 10017

Gentlemen:
Your 1980 Census sounds like my kind of marketing tool. Please send more information today.

NAME

TITLE

COMPANY

ADDRESS

CITY

STATE ZIP

PHONE

County SIC	Metro Area	Industry	Number Of Plants Total Plants	 Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	 % Of U.S. Shipments	 % In Large Plants
MISSOURI (cont.)							
Cedar		**All mfg.**	**9**	**4**	**49.1**	**.0033**	**62**
Chariton		**All mfg.**	**4**	**2**	**15.0**	**.0010**	**66**
Christian	**265**	**All mfg.**	**10**	**2**	**45.2**	**.0030**	**73**
Clark		**All mfg.**	**1**		**7.4**	**.0005**	**0**
Clay	**132**	**All mfg.**	**83**	**23**	**638.6**	**.0427**	**72**
3357		Nonferrous wire drawing & insulating	2	2	134.2	1.7752	100
Clinton		**All mfg.**	**5**	**1**	**24.2**	**.0016**	**48**
Cole		**All mfg.**	**14**	**6**	**259.1**	**.0173**	**92**
3612		Transformers	1	1	60.0	2.2634	100
Cooper		**All mfg.**	**12**	**5**	**47.7**	**.0032**	**64**
Crawford		**All mfg.**	**12**	**3**	**34.8**	**.0023**	**48**
Dade		**All mfg.**	**3**		**4.7**	**.0003**	**0**
Dallas		**All mfg.**	**1**		**1.0**	**.0001**	**0**
Daviess		**All mfg.**	**2**	**1**	**3.3**	**.0002**	**70**
Dent		**All mfg.**	**5**	**3**	**29.7**	**.0020**	**90**
Douglas		**All mfg.**	**5**	**2**	**40.4**	**.0027**	**82**
Dunklin		**All mfg.**	**13**	**9**	**135.7**	**.0091**	**91**
3621		Motors & generators	1	1	45.9	.9818	100
Franklin	**240**	**All mfg.**	**63**	**25**	**350.3**	**.0234**	**72**
Gasconade		**All mfg**	**14**	**3**	**72.4**	**.0048**	**61**
Gentry		**All mfg.**	**3**	**2**	**18.4**	**.0012**	**90**
Greene	**265**	**All mfg.**	**113**	**35**	**1,435.5**	**.0959**	**85**
2022		Natural & processed cheese	2	2	379.9	5.2127	100
2654		Sanitary food containers	1	1	103.4	5.0167	100
3041		Rubber & plastic hose & belting	1	1	78.5	4.4136	100
3621		Motors & generators	1	1	39.9	.8534	100
3651		Radio & TV receiving sets	1	1	144.9	2.4332	100
3679		Electronic components n.e.c.	2	1	20.0	.4371	91
Grundy		**All mfg.**	**3**	**2**	**80.5**	**.0054**	**94**
Harrison		**All mfg.**	**4**	**1**	**15.4**	**.0010**	**23**
Henry		**All mfg.**	**13**	**3**	**145.3**	**.0097**	**77**
Howard		**All mfg.**	**7**	**4**	**31.0**	**.0021**	**78**
Howell		**All mfg.**	**25**	**9**	**118.9**	**.0079**	**65**
Iron		**All mfg.**	**4**	**2**	**45.0**	**.0030**	**90**
Jackson	**132**	**All mfg.**	**464**	**107**	**7,014.5**	**.4688**	**86**
2051		Bread, cake, & related products	9	6	67.4	.6884	91
2337		Women's & misses' suits & coats	6	5	80.2	2.9470	96
2711		Newspapers	7	1	57.9	.5224	81
2771		Greeting-card publishing	2	1	251.7	23.0833	99
2879		Agricultural chemicals n.e.c.	2	1	193.3	5.8963	97
3079		Miscellaneous plastics products	22	5	93.6	.4415	65
3312		Blast furnaces & steel mills	1	1	504.3	1.0010	100
3482		Small-arms ammunition	1	1	84.6	17.5083	100
3523		Farm machinery & equipment	4	2	145.3	1.4166	96
3531		Construction machinery	4	4	131.8	.8869	100
3661		Telephone & telegraph apparatus	1	1	261.6	3.0140	100
3679		Electronic components n.e.c.	5	2	97.2	2.1243	98
3711		Motor vehicles & passenger-car bodies	2	2	1,834.0	2.3145	100
3713		Truck & bus bodies	4	2	56.3	1.6280	95
Jasper	**128**	**All mfg.**	**90**	**40**	**817.2**	**.0546**	**83**
3561		Pumps & pumping equipment	1	1	53.4	2.0046	100
Jefferson	**240**	**All mfg.**	**27**	**12**	**379.1**	**.0253**	**88**
Johnson		**All mfg.**	**8**	**4**	**32.7**	**.0022**	**80**
Knox		**All mfg.**	**2**		**3.5**	**.0002**	**0**
Laclede		**All mfg.**	**18**	**6**	**111.9**	**.0075**	**62**
Lafayette		**All mfg.**	**22**	**6**	**77.1**	**.0052**	**49**
Lawrence		**All mfg.**	**23**	**8**	**174.8**	**.0117**	**73**
Lewis		**All mfg.**	**2**	**1**	**12.0**	**.0008**	**92**
Lincoln		**All mfg.**	**7**	**1**	**15.0**	**.0010**	**20**
Linn		**All mfg.**	**10**	**4**	**68.1**	**.0046**	**78**
Livingston		**All mfg.**	**11**	**4**	**59.9**	**.0040**	**63**

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	Number Of Plants Total Plants	 Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	 % Of U.S. Shipments	 % In Large Plants
McDonald		**All mfg.**	**10**	**3**	**70.6**	**.0047**	**63**
Macon		**All mfg.**	**5**	**2**	**84.7**	**.0057**	**89**
Madison		**All mfg.**	**6**	**1**	**20.4**	**.0014**	**42**
Maries		**All mfg.**	**7**	**2**	**23.0**	**.0015**	**67**
Marion		**All mfg.**	**25**	**7**	**148.1**	**.0099**	**69**
Miller		**All mfg.**	**14**	**2**	**45.5**	**.0030**	**50**
Mississippi		**All mfg.**	**4**	**1**	**18.6**	**.0012**	**65**
Moniteau		**All mfg.**	**7**	**4**	**50.8**	**.0034**	**84**
Monroe		**All mfg.**	**5**	**3**	**26.6**	**.0018**	**86**
Montgomery		**All mfg.**	**12**	**3**	**33.2**	**.0022**	**37**
Morgan		**All mfg.**	**5**	**3**	**17.9**	**.0012**	**71**
New Madrid		**All mfg.**	**7**	**6**	**74.1**	**.0050**	**98**
Newton	**128**	**All mfg.**	**21**	**8**	**192.7**	**.0129**	**84**
Nodaway		**All mfg.**	**12**	**3**	**86.3**	**.0058**	**61**
Oregon		**All mfg.**	**5**		**9.5**	**.0006**	**0**
Osage		**All mfg.**	**8**	**1**	**17.7**	**.0012**	**33**
Ozark		**All mfg.**	**2**		**2.4**	**.0002**	**0**
Pemiscot		**All mfg.**	**11**	**7**	**62.3**	**.0042**	**91**
Perry		**All mfg.**	**8**	**4**	**64.0**	**.0043**	**86**
Pettis		**All mfg.**	**30**	**14**	**242.4**	**.0162**	**78**
Phelps		**All mfg.**	**11**	**5**	**54.3**	**.0036**	**70**
Pike		**All mfg.**	**13**	**6**	**139.2**	**.0093**	**81**
Platte	**132**	**All mfg.**	**2**		**7.0**	**.0005**	**0**
Polk		**All mfg.**	**5**	**2**	**25.6**	**.0017**	**77**
Pulaski		**All mfg.**	**7**	**2**	**21.1**	**.0014**	**65**
Ralls		**All mfg.**	**2**		**3.0**	**.0002**	**0**
Randolph		**All mfg.**	**10**	**5**	**112.1**	**.0075**	**85**
Ray	**132**	**All mfg.**	**5**	**1**	**16.3**	**.0011**	**48**
Reynolds		**All mfg.**	**1**	**1**	**2.3**	**.0002**	**100**
Ripley		**All mfg.**	**3**	**2**	**17.6**	**.0012**	**91**
St. Charles	**240**	**All mfg.**	**36**	**9**	**668.1**	**.0446**	**91**
2869		Industrial organic chemicals n.e.c.	2	2	452.1	1.7880	100
3662		Radio & TV communication equipment	1	1	100.9	.5170	100
St. Clair		**All mfg.**	**1**		**2.6**	**.0002**	**0**
Ste. Genevieve		**All mfg.**	**8**	**5**	**98.7**	**.0066**	**96**
St. Francois		**All mfg.**	**21**	**2**	**50.9**	**.0034**	**29**
St. Louis	**240**	**All mfg.**	**359**	**107**	**4,738.1**	**.3166**	**85**
2086		Bottled & canned soft drinks	5	4	105.8	1.0740	99
2819		Industrial inorganic chemicals n.e.c.	2	2	174.9	1.9323	100
3321		Gray-iron foundries	7	5	63.9	.7973	89
3325		Steel foundries n.e.c.	3	2	49.2	1.9594	96
3585		Refrigeration & heating equipment	2	1	261.6	1.8585	98
3711		Motor vehicles & passenger-car bodies	2	2	1,898.2	2.3955	100
3713		Truck & bus bodies	3	1	164.9	4.7682	98
St. Louis Ind. City	**240**	**All mfg.**	**931**	**247**	**11,013.0**	**.7360**	**85**
2011		Meat-packing plants	4	1	244.3	.6304	86
2051		Bread, cake, & related products	16	4	94.3	.9631	76
2082		Malt beverages	2	2	698.1	9.6433	100
2099		Food preparations n.e.c.	7	2	425.6	6.2282	95
2311		Men's & boys' suits & coats	10	8	55.0	1.9158	96
2339		Women's & misses' outerwear n.e.c.	6	3	36.7	1.2575	94
2643		Bags, except textile bags	6	4	85.4	2.0109	95
2711		Newspapers	9	2	96.7	.7439	91
2751		Letterpress commercial printing	33	5	51.8	1.0765	45
2752		Lithographic commercial printing	17	3	9[illegible].8	1.1489	63
2833		Medicinals & botanicals	1	1	119.3	5.1197	100
2834		Pharmaceutical preparations	12	5	220.5	1.7225	86
2841		Soap & other detergents	9	5	344.3	5.3114	93
2851		Paints & allied products	21	2	130.3	1.6998	32
2899		Chemical preparations n.e.c.	5	2	180.7	4.4275	94
3079		Miscellaneous plastics products	23	6	87.1	.4108	59
3143		Men's nonathletic footwear	1	1	48.3	2.1292	100
3411		Metal cans	4	4	264.3	3.2883	100
3441		Fabricated structural metal	13	3	76.1	1.2349	81
3443		Fabricated plate work (boiler shops)	11	3	105.0	1.2597	79
3444		Sheet-metal work	19	1	53.5	.9907	47
3469		Metal stampings n.e.c.	10	3	48.6	.9273	70
3569		General industrial machinery n.e.c.	4	4	45.8	2.3600	100
3585		Refrigeration & heating equipment	6	2	128.4	.9122	78
3612		Transformers	2	1	92.7	3.4969	97
3613		Switchgear & switchboard apparatus	4	4	119.0	2.7385	100
3621		Motors & generators	5	4	109.1	2.3335	99

ty	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
11		Motor vehicles & passenger-car bodies	1	1	1,670.1	2.1077	100
14		Motor-vehicle parts & accessories	10	2	144.1	.4635	77
21		Aircraft	2	1	1,819.6	10.0778	100
43		Railroad equipment	4	2	155.9	2.9424	96
22		Environmental controls	3	2	39.5	2.4106	93
e		All mfg.	15	4	250.4	.0167	85
and		All mfg.	2		4.4	.0003	0
		All mfg.	17	7	103.5	.0069	64
nnon		All mfg.	8	4	23.5	.0016	67
by		All mfg.	3	2	26.1	.0017	89
dard		All mfg.	17	8	145.4	.0097	86
44		Women's nonathletic footwear	2	2	32.8	1.8608	100
e		All mfg.	9	5	35.5	.0024	87
van		All mfg.	2	1	21.0	.0014	70
y		All mfg.	8	2	35.3	.0024	42
s		All mfg.	12	7	95.1	.0064	89
on		All mfg.	9	4	64.4	.0043	82
ren		All mfg.	10	2	70.7	.0047	67
shington		All mfg.	4	1	20.0	.0013	76
yne		All mfg.	6	2	15.9	.0011	72
ster		All mfg.	9	3	38.9	.0026	74
th		All mfg.	1		1.8	.0001	0
ght		All mfg.	6	4	53.9	.0036	95
te Total		All mfg.	3,149	964	34,242.1	2.2884	83
ONTANA							
averhead		All mfg.	1	1	7.8	.0005	100
Horn		All mfg.	1		4.7	.0003	0
adwater		All mfg.	1		1.6	.0001	0
scade	103	All mfg.	28	6	525.7	.0351	79
331		Primary copper	1	1	202.2	4.0913	100
outeau		All mfg.	1	1	10.8	.0007	100
ster		All mfg.	3	1	13.6	.0009	40
wson		All mfg.	7		17.1	.0011	0
er Lodge		All mfg.	3	2	235.3	.0157	99
331		Primary copper	1	1	214.0	4.3301	100
rgus		All mfg.	6		16.0	.0011	0
thead		All mfg.	36	5	271.1	.0181	61
llatin		All mfg.	22	3	89.6	.0060	35
acier		All mfg.	3	1	11.5	.0008	68
anite		All mfg.	1		1.6	.0001	0
l		All mfg.	6		16.7	.0011	0
fferson		All mfg.	2		12.4	.0008	0
ke		All mfg.	4	1	10.5	.0007	45
wis and Clark		All mfg.	17	4	94.3	.0063	69
coln		All mfg.	7	1	104.4	.0070	79
2421		General sawmills & planing mills	3	1	85.4	.8889	97
agher		All mfg.	1	1	7.8	.0005	100
neral		All mfg.	1	1	11.3	.0008	100
issoula	176	All mfg.	29	7	229.5	.0153	74
2421		General sawmills & planing mills	6	3	70.9	.7380	91
usselshell		All mfg.	2	1	11.5	.0008	68
rk		All mfg.	9		15.8	.0011	0
illips		All mfg.	1		7.0	.0005	0
ndera		All mfg.	1		1.5	.0001	0
well		All mfg.	2		9.2	.0006	0
valli		All mfg.	8		32.1	.0021	0
chland		All mfg.	4	1	31.3	.0021	71
osevelt		All mfg.	8	1	51.1	.0034	11
nders		All mfg.	5	3	36.2	.0024	78
eridan		All mfg.	1		3.1	.0002	0
lver Bow		All mfg.	12	2	51.3	.0034	61
illwater		All mfg.	1		1.1	.0001	0
alley		All mfg.	6	1	17.7	.0012	34
ellowstone	31	All mfg.	52	11	1,345.7	.0899	93
2911		Petroleum refining	4	4	1,071.4	.9723	100
tate Total		All mfg.	292	55	3,307.9	.2211	78

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
NEBRASKA							
Adams		All mfg.	27	5	131.7	.0088	34
Antelope		All mfg.	3		12.9	.0009	0
Box Butte		All mfg.	5	2	23.7	.0016	45
Buffalo		All mfg.	22	9	200.6	.0134	66
Burt		All mfg.	1	1	5.7	.0004	100
Butler		All mfg.	2	2	8.6	.0006	100
Cass		All mfg.	6	1	42.6	.0028	69
Cedar		All mfg.	1		18.9	.0013	0
Chase		All mfg.	1		6.0	.0004	0
Cheyenne		All mfg.	9	2	71.4	.0048	30
Clay		All mfg.	1		3.6	.0002	0
Colfax		All mfg.	3	2	148.4	.0099	95
Cuming		All mfg.	5	2	85.9	.0057	86
Custer		All mfg.	4	1	17.5	.0012	71
Dakota	259	All mfg.	9	2	637.9	.0426	92
2011		Meat-packing plants	1	1	584.7	1.5088	100
Dawson		All mfg.	25	6	311.6	.0208	56
Deuel		All mfg.	1		10.2	.0007	0
Dixon		All mfg.	1	1	8.5	.0006	100
Dodge		All mfg.	34	8	468.5	.0313	70
2011		Meat-packing plants	2	1	242.1	.6247	97
Douglas	200	All mfg.	248	78	3,535.1	.2362	78
2011		Meat-packing plants	21	7	761.4	1.9648	78
2038		Frozen food specialties	1	1	112.3	3.3127	100
2051		Bread, cake, & related products	7	3	48.3	.4933	79
3523		Farm machinery & equipment	5	3	237.2	2.3126	97
3561		Pumps & pumping equipment	4	1	41.9	1.5729	92
3661		Telephone & telegraph apparatus	1	1	381.6	4.3966	100
Fillmore		All mfg.	1		2.7	.0002	0
Furnas		All mfg.	3		4.2	.0003	0
Gage		All mfg.	11	4	98.6	.0066	68
Garden		All mfg.	2	1	6.0	.0004	75
Garfield		All mfg.	1		4.7	.0003	0
Hall		All mfg.	35	9	380.9	.0255	76
3523		Farm machinery & equipment	5	2	156.7	1.5278	94
Hamilton		All mfg.	4	1	17.3	.0012	33
Harlan		All mfg.	1		3.2	.0002	0
Hitchcock		All mfg.	2	1	14.3	.0010	81
Holt		All mfg.	2	1	19.2	.0013	60
Hooker		All mfg.	1		8.2	.0005	0
Jefferson		All mfg.	6	3	34.1	.0023	40
Johnson		All mfg.	1	1	14.3	.0010	100
Kearney		All mfg.	2		15.8	.0011	0
Keith		All mfg.	2	1	22.6	.0015	93
Kimball		All mfg.	3		7.0	.0005	0
Lancaster	152	All mfg.	93	36	1,287.0	.0860	87
3041		Rubber & plastic hose & belting	1	1	94.3	5.3019	100
Lincoln		All mfg.	4		29.6	.0020	0
Madison		All mfg.	26	9	298.0	.0199	69
Merrick		All mfg.	2	1	8.8	.0006	65
Morrill		All mfg.	1	1	25.9	.0017	100
Nemaha		All mfg.	6	3	33.8	.0023	61
Nuckolls		All mfg.	3	2	52.8	.0035	80
Otoe		All mfg.	11	3	56.4	.0038	46
Pawnee		All mfg.	1		.7		0
Phelps		All mfg.	5	1	43.9	.0029	71
Pierce		All mfg.	1		5.9	.0004	0
Platte		All mfg.	23	7	216.4	.0145	77
3676		Electronic resistors	1	1	43.0	7.0284	100
Polk		All mfg.	2		2.5	.0002	0
Red Willow		All mfg.	13	3	77.0	.0051	61
Richardson		All mfg.	7	1	43.1	.0029	44
Rock		All mfg.	1		5.0	.0003	0
Saline		All mfg.	10	5	195.7	.0131	89
Sarpy	200	All mfg.	4	2	37.3	.0025	59
Saunders		All mfg.	7		26.1	.0017	0
Scotts Bluff		All mfg.	23	8	343.3	.0229	68
3523		Farm machinery & equipment	1	1	135.8	1.3240	100
Seward		All mfg.	2	2	35.7	.0024	100
Sheridan		All mfg.	3		35.3	.0024	0
Thayer		All mfg.	4	1	33.7	.0023	69

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.): Total Shipments ($Mil.)	1979 (S&MM Est.): % Of U.S. Shipments	1979 (S&MM Est.): % In Large Plants
NEBRASKA (cont.)							
Thurston		**All mfg.**	**3**	**1**	**16.4**	**.0011**	**48**
Valley		**All mfg.**	**1**		**1.2**	**.0001**	**0**
Washington		**All mfg.**	**4**	**2**	**43.5**	**.0029**	**89**
Wayne		**All mfg.**	**3**		**6.3**	**.0004**	**0**
Webster		**All mfg.**	**2**		**9.8**	**.0007**	**0**
York		**All mfg.**	**14**	**3**	**91.4**	**.0061**	**50**
State Total		**All mfg.**	**764**	**235**	**9,464.9**	**.5325**	**75**
NEVADA							
Carson City		**All mfg.**	**7**	**1**	**21.5**	**.0014**	**42**
Churchill		**All mfg.**	**1**		**6.7**	**.0004**	**0**
Clark	**146**	**All mfg.**	**37**	**8**	**315.2**	**.0211**	**72**
Douglas		**All mfg.**	**2**	**1**	**29.2**	**.0020**	**90**
Elko		**All mfg.**	**1**		**.8**	**.0001**	**0**
Esmeralda		**All mfg.**	**1**		**2.0**	**.0001**	**0**
Humboldt		**All mfg.**	**1**		**.8**	**.0001**	**0**
Lander		**All mfg.**	**1**		**9.7**	**.0006**	**0**
Lyon		**All mfg.**	**3**	**1**	**43.7**	**.0029**	**45**
Nye		**All mfg.**	**1**		**.7**		**0**
Pershing		**All mfg.**	**1**		**5.6**	**.0004**	**0**
Washoe	**228**	**All mfg.**	**57**	**13**	**323.2**	**.0216**	**59**
White Pine		**All mfg.**	**2**	**1**	**69.3**	**.0046**	**98**
State Total		**All mfg.**	**115**	**25**	**828.4**	**.0554**	**65**
NEW HAMPSHIRE							
Belknap		**All mfg.**	**43**	**18**	**211.5**	**.0141**	**72**
Carroll		**All mfg.**	**17**	**6**	**58.6**	**.0039**	**66**
Cheshire		**All mfg.**	**71**	**23**	**308.6**	**.0206**	**61**
Coos		**All mfg.**	**16**	**7**	**344.6**	**.0230**	**93**
2611		Pulp mills	2	1	243.8	9.2198	97
Grafton		**All mfg.**	**47**	**15**	**223.5**	**.0149**	**69**
Hillsborough	**164**	**All mfg.**	**280**	**110**	**2,552.3**	**.1706**	**83**
2253		Knit-outerwear mills	6	5	55.3	2.4559	98
2641		Paper coating & glazing	3	2	196.1	5.0743	98
3021		Rubber & plastic footwear	3	3	39.6	6.6165	100
3079		Miscellaneous plastics products	13	6	74.8	.3528	77
3144		Women's nonathletic footwear	5	4	42.5	2.4111	94
3613		Switchgear & switchboard apparatus	4	3	67.3	1.5488	98
3662		Radio & TV communication equipment	5	3	547.9	2.8074	98
3679		Electronic components n.e.c.	15	7	47.2	1.0316	85
3825		Electricity-measuring instruments	2	2	45.4	1.5583	100
Merrimack		**All mfg.**	**82**	**26**	**444.3**	**.0297**	**74**
2751		Letterpress commercial printing	3	1	24.5	.5092	94
Rockingham	**39**	**All mfg.**	**107**	**36**	**866.3**	**.0579**	**79**
3069		Fabricated rubber products n.e.c.	2	2	43.6	.8596	100
3144		Women's nonathletic footwear	6	5	41.2	2.3373	94
Strafford		**All mfg.**	**59**	**23**	**617.1**	**.0412**	**85**
3069		Fabricated rubber products n.e.c.	2	2	151.8	2.9928	100
3144		Women's nonathletic footwear	7	7	64.7	3.6705	100
3612		Transformers	1	1	64.1	2.4180	100
Sullivan		**All mfg.**	**37**	**13**	**264.4**	**.0177**	**80**
State Total		**All mfg.**	**759**	**277**	**5,891.2**	**.3937**	**80**
NEW JERSEY							
Atlantic	**20**	**All mfg.**	**89**	**26**	**534.1**	**.0357**	**68**
2311		Men's & boys' suits & coats	6	5	42.2	1.4700	96
3262		Vitreous china food utensils	1	1	26.6	12.8069	100

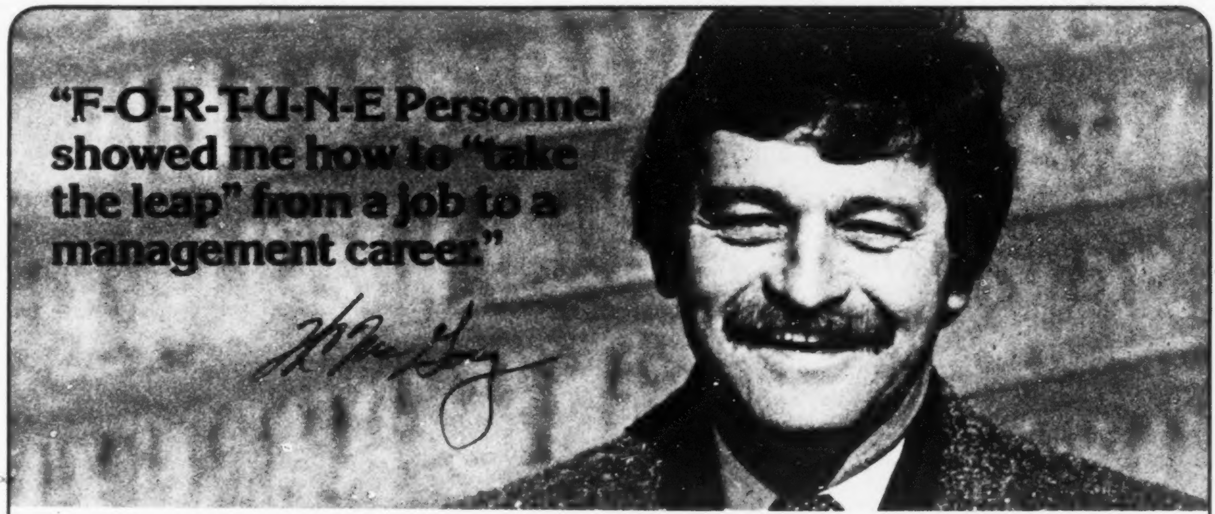
DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est: Total Shipments ($Mil.)	1979 (S&MM Est: % Of U.S. Shipments	1979 (S&MM Est: % I Larg Plant
Bergen	**194**	**All mfg.**	**1,105**	**314**	**8,974.6**	**.5998**	**7**
2052		Cookies & crackers	2	2	149.2	4.8141	10
2253		Knit-outerwear mills	14	6	99.3	4.4100	8
2335		Women's & misses' dresses	20	3	52.5	1.0788	5
2653		Corrugated & solid fiber boxes	12	10	99.8	1.4551	9
2711		Newspapers	5	3	50.0	.3847	9
2721		Periodicals	5	4	158.6	2.6044	97
2731		Book publishing	13	8	288.7	5.9038	93
2732		Book printing	2	2	41.3	3.0034	100
2751		Letterpress commercial printing	24	5	41.2	.8562	56
2752		Lithographic commercial printing	22	2	91.0	1.1389	34
2833		Medicinals & botanicals	6	1	103.1	4.4245	72
2842		Polishes & sanitation goods	10	4	85.9	2.4043	70
2844		Toilet preparations	13	11	426.0	5.6337	98
2869		Industrial organic chemicals n.e.c.	17	8	396.5	1.5681	79
3079		Miscellaneous plastics products	45	23	199.9	.9428	79
3429		Hardware n.e.c.	6	3	100.8	1.7122	92
3494		Valves & pipe fittings	8	5	63.2	1.1254	92
3499		Fabricated metal products n.e.c.	11	3	51.7	1.4005	66
3572		Typewriters	1	1	112.1	7.1836	100
3599		Machinery, except electrical, n.e.c.	21	1	62.3	.6067	39
3621		Motors & generators.	6	4	69.5	1.4865	94
3662		Radio & TV communication equipment	11	6	501.8	2.5712	97
3679		Electronic components n.e.c.	18	3	26.8	.5857	56
3711		Motor vehicles & passenger-car bodies	1	1	1,067.3	1.3469	100
3728		Aircraft equipment n.e.c.	6	1	109.0	1.7668	87
3841		Surgical & medical instruments	7	2	69.2	3.2195	87
3842		Surgical appliances & supplies	5	3	63.2	1.9551	91
3861		Photographic equipment & supplies	13	5	199.8	1.7867	80
3944		Games, toys, & children's vehicles	6	4	66.6	2.0077	96
Burlington	**211**	**All mfg.**	**190**	**57**	**1,353.5**	**.0905**	**78**
3662		Radio & TV communication equipment	6	2	167.5	.8583	91
3944		Games, toys, & children's vehicles	2	2	54.2	1.6339	100
Camden	**211**	**All mfg.**	**294**	**88**	**2,154.4**	**.1440**	**74**
2032		Canned food specialties	2	1	162.1	5.4310	95
3211		Flat glass	1	1	86.4	4.4951	100
3296		Mineral wool	3	3	170.5	7.7416	100
3662		Radio & TV communication equipment	10	6	166.6	.8537	91
Cape May		**All mfg.**	**23**	**4**	**74.9**	**.0050**	**40**
Cumberland	**285**	**All mfg.**	**119**	**47**	**940.5**	**.0629**	**79**
2033		Canned fruits & vegetables	5	2	54.0	.7920	81
2311		Men's & boys' suits & coats	9	9	52.0	1.8113	100
3221		Glass containers	5	4	221.8	6.2030	99
3229		Pressed & blown glass n.e.c.	3	1	83.6	3.1358	97
3231		Products of purchased glass	15	4	71.4	3.1486	53
Essex	**185**	**All mfg.**	**913**	**205**	**6,027.1**	**.4028**	**69**
2051		Bread, cake, & related products	10	6	89.2	.9110	93
2082		Malt beverages	2	2	356.8	4.9287	100
2337		Women's & misses' suits & coats	16	4	53.8	1.9769	41
2381		Fabric dress & work gloves	2	1	21.9	5.9934	93
2655		Fiber cans, drums, & similar products	3	1	65.6	6.4025	90
2751		Letterpress commercial printing	23	4	38.7	.8043	50
2833		Medicinals & botanicals	3	2	846.3	36.3188	100
2834		Pharmaceutical preparations	4	4	114.4	.8937	100
2851		Paints & allied products	22	5	179.7	2.3442	57
2865		Cyclic crudes & intermediates	9	4	209.2	3.6504	83
3079		Miscellaneous plastics products	35	7	129.6	.6112	53
3496		Miscellaneous fabricated wire products	8	4	24.3	1.6347	86
3499		Fabricated metal products n.e.c.	11	2	58.2	1.5766	72
3544		Special dies, tools, jigs, & fixtures	20	2	25.5	.9221	36
3599		Machinery, except electrical, n.e.c.	10	1	67.8	.6603	63
3612		Transformers	3	1	82.7	3.1197	97
3634		Electric housewares & fans	2	1	57.9	2.1807	97
3641		Electric lamps	7	5	131.3	7.2827	9
3662		Radio & TV communication equipment	8	8	231.6	1.1867	84
3679		Electronic components n.e.c.	23	7	62.5	1.3659	79
3825		Electricity-measuring instruments	4	3	38.1	1.3078	97
3829		Measuring & controlling devices n.e.c.	7	1	39.8	3.7607	8
3911		Precious-metal jewelry	22	7	131.1	5.3291	6
3944		Games, toys, & children's vehicles	4	2	62.6	1.8871	9
3999		Manufactures n.e.c.	11	2	70.5	2.2271	6

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	1979 (S&MM Est.) % Of U.S. Shipments	1979 (S&MM Est.) % In Large Plants
oucester	**211**	**All mfg.**	**117**	**31**	**2,710.5**	**.1811**	**93**
2911		Petroleum refining	2	2	1,974.4	1.7917	100
3652		Phonograph records & pre recorded tape	1	1	65.7	7.9888	100
udson	**125**	**All mfg.**	**753**	**181**	**7,099.6**	**.4745**	**78**
2047		Pet food	3	2	504.9	15.4366	98
2095		Roasted coffee	2	2	633.0	12.5697	100
2253		Knit-outerwear mills	30	5	59.5	2.6424	38
2335		Women's & misses' dresses	25	4	59.9	1.2309	43
2337		Women's & misses' suits & coats	49	4	153.7	5.6478	29
2339		Women's & misses' outerwear n.e.c.	15	6	32.8	1.1238	64
2342		Brassieres, girdles, & allied garments	6	1	42.6	5.6845	87
2653		Corrugated & solid fiber boxes	11	7	78.9	1.1504	87
2844		Toilet preparations	3	2	509.5	6.7379	99
2869		Industrial organic chemicals n.e.c.	7	4	289.5	1.1449	91
3079		Miscellaneous plastics products	23	7	121.8	.5745	61
3171		Women's handbags & purses	7	4	76.4	11.7160	94
3221		Glass containers	4	3	88.7	2.4806	97
3357		Nonferrous-wire drawing & insulating	2	2	288.4	3.8151	100
3411		Metal cans	3	3	128.9	1.6037	100
3534		Elevators & moving stairways	3	2	48.3	8.5215	96
3651		Radio & TV receiving sets	5	4	91.3	1.5331	96
3661		Telephone & telegraph apparatus	1	1	654.2	7.5374	100
3731		Ship building & repairing	4	4	53.4	.8056	100
3811		Engineering & scientific instruments	4	3	45.8	2.0100	96
Hunterdon		**All mfg.**	**60**	**16**	**383.6**	**.0256**	**63**
Mercer	**277**	**All mfg.**	**235**	**80**	**1,793.2**	**.1198**	**80**
2711		Newspapers	7	5	55.0	4231	93
3069		Fabricated rubber products n.e.c.	6	5	41.4	.8162	93
3079		Miscellaneous plastics products	9	5	73.8	.3481	89
3429		Hardware n.e.c.	1	1	219.1	3.7218	100
3585		Refrigeration & heating equipment	3	3	167.7	1.1914	100
3643		Current-carrying wiring devices	1	1	27.6	1.4161	100
3996		Hard-surface floor coverings n.e.c.	2	2	91.8	13.2736	100
Middlesex	**188**	**All mfg.**	**639**	**212**	**8,550.7**	**.5714**	**85**
2052		Cookies & crackers	2	1	74.7	2.4103	93
2647		Sanitary paper products	3	2	231.0	4.1631	97
2819		Industrial inorganic chemicals n.e.c.	13	5	108.3	1.1965	74
2821		Plastics materials & synthetic resins	10	5	141.1	1.1516	86
2833		Medicinals & botanicals	3	2	276.3	11.8574	98
2834		Pharmaceutical preparations	9	6	373.9	2.9208	98
2844		Toilet preparations	11	8	580.7	7.6795	96
2869		Industrial organic chemicals n.e.c	12	5	513.4	2.0304	79
2911		Petroleum refining	3	2	1,326.9	1.2041	98
3079		Miscellaneous plastics products	32	9	146.1	.6891	56
3331		Primary copper	1	1	194.6	3.9375	100
3356		Nonferrous rolling & drawing n.e.c.	2	2	202.2	7.8133	100
3357		Nonferrous-wire drawing & insulating	5	4	186.8	2.4711	96
3411		Metal cans	7	6	187.9	2.3377	94
3573		Electronic computing equipment	6	4	144.6	.8472	95
3585		Refrigeration & heating equipment	5	4	217.7	1.5466	98
3679		Electronic components n.e.c.	12	7	27.0	.5901	88
3711		Motor vehicles & passenger-car bodies	2	2	496.6	.6267	100
3944		Games, toys, & children's vehicles	9	6	159.9	4.8203	96
Monmouth	**154**	**All mfg.**	**231**	**61**	**1,531.1**	**.1023**	**76**
2654		Sanitary food containers	2	1	97.4	4.7256	98
3221		Glass containers	2	2	69.8	1.9521	100
3573		Electronic computing equipment	3	2	172.0	1.0077	97
3679		Electronic components n.e.c.	9	3	24.2	.5289	71
Morris	**185**	**All mfg.**	**279**	**114**	**2,736.7**	**.1829**	**83**
2834		Pharmaceutical preparations	5	4	203.3	1.5881	97
2844		Toilet preparations	2	2	140.4	1.8567	100
3079		Miscellaneous plastics products	27	14	173.9	.8202	79
3483		Ammunition, except small-arms, n.e.c.	1	1	184.3	21.2205	100
3662		Radio & TV communication equipment	6	4	135.8	.6958	95
3679		Electronic components n.e.c.	10	6	22.6	.4939	84
Ocean		**All mfg.**	**58**	**11**	**424.0**	**.0283**	**74**
2865		Cyclic crudes & intermediates	1	1	215.9	3.7673	100
Passaic	**207**	**All mfg.**	**664**	**167**	**4,213.5**	**.2816**	**68**
2051		Bread, cake, & related products	6	3	111.4	1.1377	93
2261		Cotton-finishing plants	23	8	35.7	4.0262	60
2337		Women's & misses' suits & coats	34	7	126.9	4.6630	39
2821		Plastics materials & synthetic resins	4	3	134.8	1.1002	96
2844		Toilet preparations	6	5	292.1	3.8629	98
2869		Industrial organic chemicals n.e.c.	7	2	261.4	1.0338	82
3079		Miscellaneous plastics products	29	9	172.6	.8140	75
3411		Metal cans	4	4	146.1	1.8177	100
3535		Conveyors & conveying equipment	7	3	62.9	2.7793	86
3576		Scales & balances, except laboratory	2	2	62.5	11.3781	100
3662		Radio & TV communication equipment	8	5	116.5	5969	91
3679		Electronic components n.e.c.	14	4	101.7	2.2227	91
3861		Photographic equipment & supplies	1	1	126.5	1.1312	100
Salem	**295**	**All mfg.**	**25**	**8**	**1,238.9**	**.0828**	**96**
2869		Industrial organic chemicals n.e.c.	1	1	990.2	3.9160	100
Somerset	**185**	**All mfg.**	**136**	**47**	**2,119.6**	**.1417**	**85**
2821		Plastics materials & synthetic resins	2	1	245.2	2.0013	99
2834		Pharmaceutical preparations	4	4	236.4	1.8467	100
2865		Cyclic crudes & intermediates	6	3	509.6	8.8921	95
3292		Asbestos products	1	1	68.0	6.2225	100
3674		Semiconductors & related devices	2	2	103.7	2.1026	100
3842		Surgical appliances & supplies	1	1	111.4	3.4461	100
Sussex		**All mfg.**	**33**	**13**	**238.1**	**.0159**	**77**
Union	**185**	**All mfg.**	**693**	**207**	**9,252.4**	**.6183**	**86**
2052		Cookies & crackers	2	1	70.9	2.2877	98
2834		Pharmaceutical preparations	15	10	917.5	7.1674	97
2911		Petroleum refining	4	2	2,513.7	2.2811	97
3079		Miscellaneous plastics products	39	13	173.0	.8159	65
3452		Bolts, nuts, rivets, & washers	9	4	104.1	2.7812	90
3469		Metal stampings n.e.c.	16	5	55.5	1.0590	55
3544		Special dies, tools, jigs, & fixtures	30	2	36.1	1.3055	27
3549		Metalworking machinery n.e.c.	2	1	34.8	5.4375	97
3562		Ball & roller bearings	1	1	76.9	3.9731	100
3599		Machinery, except electrical, n.e.c.	11	3	68.9	.6710	77
3636		Sewing machines	2	1	58.5	18.1339	96
3643		Current-carrying wiring devices	5	1	39.0	2.0010	83
3661		Telephone & telegraph apparatus	3	2	73.4	.8457	96
3679		Electronic components n.e.c.	14	7	114.8	2.5090	92
3711		Motor vehicles & passenger-car bodies	1	1	1,041.7	1.3146	100
Warren	**7**	**All mfg.**	**75**	**25**	**617.7**	**.0413**	**76**
3561		Pumps & pumping equipment	1	1	93.5	3.5099	100
State Total*		**All mfg.**	**6,731**	**1,914**	**62,968.7**	**4.2081**	**79**
NEW MEXICO							
Bernalillo	**5**	**All mfg.**	**123**	**36**	**864.9**	**.0578**	**81**
3661		Telephone & telegraph apparatus	1	1	68.2	.7858	100
3724		Aircraft engines & engine parts	1	1	92.8	1.0956	100
Catron		**All mfg.**	**1**	**1**	**9.9**	**.0007**	**100**
Chaves		**All mfg.**	**22**	**3**	**238.5**	**.0159**	**77**
Colfax		**All mfg.**	**6**	**2**	**27.8**	**.0019**	**80**
Curry		**All mfg.**	**10**	**1**	**51.3**	**.0034**	**10**
Dona Ana	**145**	**All mfg.**	**16**	**5**	**177.3**	**.0118**	**83**
2032		Canned food specialties	1	1	117.9	3.9501	100
Eddy		**All mfg.**	**18**	**6**	**332.6**	**.0222**	**88**
Grant		**All mfg.**	**2**		**2.3**	**.0002**	**0**
Harding		**All mfg.**	**1**		**6.0**	**.0004**	**0**
Hidalgo		**All mfg.**	**1**	**1**	**27.1**	**.0018**	**100**
Lea		**All mfg.**	**17**	**5**	**355.2**	**.0237**	**63**
Lincoln		**All mfg.**	**2**		**5.3**	**.0004**	**0**
Los Alamos		**All mfg.**	**1**		**2.0**	**.0001**	**0**
Luna		**All mfg.**	**6**	**2**	**34.9**	**.0023**	**50**
McKinley		**All mfg.**	**21**	**5**	**294.4**	**.0197**	**84**
Otero		**All mfg.**	**9**	**2**	**45.3**	**.0030**	**45**
Quay		**All mfg.**	**5**	**1**	**16.3**	**.0011**	**47**
Rio Arriba		**All mfg.**	**7**	**1**	**20.2**	**.0013**	**28**
Roosevelt		**All mfg.**	**8**	**1**	**46.3**	**.0031**	**26**
Sandoval	**5**	**All mfg.**	**8**	**1**	**14.1**	**.0009**	**14**
San Juan		**All mfg.**	**14**	**2**	**203.3**	**.0136**	**68**
San Miguel		**All mfg.**	**6**	**1**	**17.9**	**.0012**	**36**
Santa Fe	**251**	**All mfg.**	**10**	**2**	**33.1**	**.0022**	**36**
Socorro		**All mfg.**	**1**		**2.6**	**.0002**	**0**
Taos		**All mfg.**	**4**		**4.0**	**.0003**	**0**
Torrance		**All mfg.**	**2**		**3.9**	**.0003**	**0**
Valencia		**All mfg.**	**7**		**30.2**	**.0020**	**0**
State Total		**All mfg.**	**328**	**78**	**2,866.7**	**.1916**	**73**

County SIC	Metro Area	Industry	Number Of Plants Total Plants	 Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	 % Of U.S. Shipments	 % In Large Plants
NEW YORK							
Albany	**4**	**All mfg.**	**135**	**48**	**1,304.8**	**.0872**	**83**
3291		Abrasive products	1	1	85.1	4.0712	100
3312		Blast furnaces & steel mills	1	1	151.4	.3005	100
3489		Ordnance & accessories n.e.c	1	1	124.2	14.9243	100
Allegany		**All mfg.**	**19**	**5**	**286.3**	**.0191**	**83**
3443		Fabricated plate work (boiler shops)	3	1	73.0	.8758	95
3511		Turbines & turbine-generator set units	1	1	83.7	2.7084	100
3612		Transformers	1	1	48.0	1.8107	100
Bronx	**194**	**All mfg.**	**337**	**68**	**1,571.9**	**.1050**	**60**
3079		Miscellaneous plastics products	22	6	96.8	.4565	62
Broome	**33**	**All mfg.**	**124**	**48**	**1,803.8**	**.1205**	**92**
3143		Men's nonathletic footwear	1	1	41.3	1.8206	100
3573		Electronic computing equipment	1	1	535.5	3.1375	100
3662		Radio & TV communication equipment	2	1	214.0	1.0965	98
3679		Electronic components n.e.c.	7	6	64.6	1.4118	98
3861		Photographic equipment & supplies	2	2	226.8	2.0282	100
Cattaraugus		**All mfg.**	**67**	**28**	**497.7**	**.0333**	**76**
3563		Air & gas compressors	1	1	104.3	7.7179	100
Cayuga		**All mfg.**	**42**	**14**	**418.1**	**.0279**	**81**
3519		Internal-combustion engines n.e.c.	1	1	110.7	1.2638	100
3674		Semiconductors & related devices	2	2	50.8	1.0300	100
Chautauqua	**123**	**All mfg.**	**131**	**51**	**999.9**	**.0668**	**80**
2033		Canned fruits & vegetables	6	5	108.0	1.5839	99
2511		Wood household furniture	12	7	57.5	1.1202	82
3562		Ball & roller bearings	1	1	43.1	2.2268	100
3579		Office machines n.e.c.	1	1	43.0	3.7986	100
Chemung	**80**	**All mfg.**	**65**	**25**	**739.6**	**.0494**	**86**
2033		Canned fruits & vegetables	1	1	93.1	1.3654	100
3221		Glass containers	1	1	53.3	1.4906	100
3579		Office machines n.e.c.	1	1	66.1	5.8392	100
Chenango		**All mfg.**	**37**	**12**	**344.5**	**.0230**	**76**
2834		Pharmaceutical preparations	1	1	115.0	.8984	100
Clinton		**All mfg.**	**20**	**10**	**302.9**	**.0202**	**92**
Columbia		**All mfg.**	**35**	**9**	**170.9**	**.0114**	**59**
Cortland		**All mfg.**	**28**	**13**	**431.6**	**.0288**	**91**
2342		Brassieres, girdles, & allied garments	5	3	29.0	3.8698	91
3572		Typewriters	1	1	284.6	18.2377	100
Delaware		**All mfg.**	**22**	**8**	**338.1**	**.0226**	**89**
3678		Electronic connectors	1	1	200.7	16.3104	100
Dutchess	**219**	**All mfg.**	**93**	**35**	**977.5**	**.0653**	**87**
2732		Book printing	1	1	44.7	3.2507	100
3573		Electronic computing equipment	2	2	370.7	2.1719	100
3679		Electronic components n.e.c.	1	1	93.6	2.0456	100
Erie	**45**	**All mfg.**	**620**	**198**	**8,143.5**	**.5442**	**85**
2041		Flour & other grain-mill products	6	5	318.0	7.1286	97
2051		Bread, cake, & related products	13	4	67.5	.6894	78
2311		Men's & boys' suits & coats	5	1	32.9	1.1460	85
2711		Newspapers	5	2	119.5	.9193	96
2751		Letterpress commercial printing	17	5	96.5	2.0055	88
3011		Tires & inner tubes	1	1	111.8	1.0373	100

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.


"F-O-R-T-U-N-E Personnel showed me how to "take the leap" from a job to a management career."

F-O-R-T-U-N-E perceptively found the "me" beyond my resume. Because they recognized my management capabilities - - as did the company they placed me with - - I'm now a Divisional General Manager. And because they care, I call on F-O-R-T-U-N-E when I have recruiting needs - - I've hired four of their candidates. I'll continue to look to F-O-R-T-U-N-E for professionalism.

F-O-R-T-U-N-E, a comprehensive nationwide personnel consulting service, can go to work for you. As specialists, our 40 plus offices will tap the employment marketplace with recruitment power that spans the entire corporate structure: Accounting & Finance; Sales/Sales Management; Marketing Management/Services; EDP/MIS; Manufacturing, Engineering, Materials Management, Purchasing; Personnel & Industrial Relations Management.

For the F-O-R-T-U-N-E office in your area, consult your local phone directories.

Personnel Agency, Inc.
F-O-R-T-U-N-E®
You're in good company.

For further information circle No. 101 on Reader Service Card

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
3079		Miscellaneous plastics products	17	4	88.4	.4169	62
3312		Blast furnaces & steel mills	4	4	1,660.5	3.2961	100
3423		Hand & edge tools n.e.c.	6	2	62.7	[illegible].4930	85
3433		Heating equipment, except electric	3	2	39.1	2.4028	97
3443		Fabricated plate work (boiler shops)	7	6	116.0	1.3916	99
3465		Automotive stampings	1	1	191.3	1.7376	100
3542		Metal-forming machine tools	5	3	33.8	4.3456	95
3559		Special-industry machinery n.e.c.	7	2	169.1	2.4988	91
3563		Air & gas compressors	2	2	58.4	4.3214	100
3564		Blowers & exhaust & ventilation fans	3	2	41.1	3.6611	94
3585		Refrigeration & heating equipment	7	2	117.8	.8369	75
3622		Industrial controls	3	1	99.6	3.2885	98
3662		Radio & TV communication equipment	6	4	185.8	.9520	97
3714		Motor-vehicle parts & accessories	7	6	838.6	2.6973	99
3832		Optical instruments & lenses	1	1	61.8	4.8900	100
Essex		**All mfg.**	**11**	**3**	**171.4**	**.0115**	**78**
2621		Paper mills, except building paper	1	1	126.1	.8328	100
Franklin		**All mfg.**	**14**	**3**	**68.9**	**.0046**	**36**
Fulton		**All mfg.**	**80**	**20**	**429.5**	**.0287**	**65**
3111		Leather tanning & finishing	21	6	108.2	5.5187	54
3151		Leather gloves & mittens	21	4	60.0	25.7954	49
3944		Games, toys, & children's vehicles	1	1	77.6	2.3393	100
Genesee		**All mfg.**	**43**	**11**	**345.4**	**.0231**	**74**
3264		Porcelain electrical supplies	1	1	37.3	8.8767	100
Greene		**All mfg.**	**16**	**9**	**138.5**	**.0093**	**91**
Hamilton		**All mfg.**	**1**		**7.3**	**.0005**	**0**
Herkimer	**282**	**All mfg.**	**41**	**14**	**527.0**	**.0352**	**86**
3484		Small arms	1	1	58.1	6.7613	100
3573		Electronic computing equipment	1	1	226.5	1.3271	100
Jefferson		**All mfg.**	**40**	**16**	**388.7**	**.0260**	**81**
2621		Paper mills, except building paper	4	3	140.2	.9260	96
Kings	**194**	**All mfg.**	**1,046**	**280**	**5,604.4**	**.3745**	**66**
2051		Bread, cake, & related products	15	7	94.9	.9692	85
2062		Cane-sugar refining	2	2	214.2	9.1199	100
2065		Confectionery products	12	7	72.7	1.7622	86
2253		Knit-outerwear mills	47	13	97.0	4.3079	54
2311		Men's & boys' suits & coats	8	8	97.4	3.3928	100
2392		House furnishings n.e.c.	17	4	127.7	4.9113	66
-2522		Metal office furniture	6	4	77.0	4.5291	92
2652		Set-up paperboard boxes	9	3	27.5	7.1615	76
2751		Letterpress commercial printing	27	2	37.1	.7710	25
2782		Blankbooks & looseleaf binders	3	2	42.9	3.8940	97
2834		Pharmaceutical preparations	5	2	310.9	2.4287	96
3079		Miscellaneous plastics products	38	7	119.9	.5655	42
3442		Metal doors, sash, & trim	7	2	37.9	1.4280	84
3469		Metal stampings n.e.c.	18	3	45.6	.8701	40
3499		Fabricated metal products n.e.c.	18	4	54.6	1.4790	39
3643		Current-carrying wiring devices	4	3	42.8	2.1960	97
3648		Lighting equipment n.e.c.	11	6	34.6	7.0354	83
3662		Radio & TV communication equipment	6	3	71.8	.3679	84
3679		Electronic components n.e.c.	4	3	35.8	.7824	97
3731		Ship building & repairing	9	4	59.6	.8992	79
3942		Dolls & stuffed toy animals	15	6	92.6	23.4966	83
3944		Games, toys, & children's vehicles	11	5	72.9	2.[illegible]976	80
3999		Manufactures n.e.c.	22	4	72.7	2.2966	43
Lewis		**All mfg.**	**17**	**7**	**207.6**	**.0139**	**78**
Livingston	**234**	**All mfg.**	**28**	**12**	**204.1**	**.0136**	**81**
Madison	**269**	**All mfg.**	**21**	**6**	**122.8**	**.0082**	**59**
Monroe	**234**	**All mfg.**	**414**	**118**	**7,001.4**	**.4679**	**90**
2311		Men's & boys' suits & coats	4	3	93.9	3.2709	99
2711		Newspapers	5	1	45.2	.3477	89
2752		Lithographic commercial printing	11	3	94.3	1.1802	75

$96.79 a Sales Call!*

Make the most of them..with LaBelle's Duo-16

Duo-16 is the single-cartridge, portable sound/filmstrip projector that combines rear screen and forward projection in a single, sleek unit. It handles like an attache case and requires no set up. Plug it in, slip in the Commpak cartridge, and sit back while the Duo-16 delivers your sales message - simply, effectively. La Belle reliability and Duo-16 versatility assure you your salesmen will make the most of their sales calls.

*The McGraw-Hill Laboratory of Advertising Performance report says so!

For details
and demonstration
call 414-567-9101

LA BELLE
INDUSTRIES

504 S. Worthington St., Oconomowoc, Wis. 53066

For further information circle No. 120 on Reader Service Card

NEW YORK (Monroe, cont.)

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.): Total Shipments ($Mil.)	1979 (S&MM Est.): % Of U.S. Shipments	1979 (S&MM Est.): % In Large Plants
3079		Miscellaneous plastics products	10	3	53.8	.2537	78
3443		Fabricated plate work (boiler shops)	1	1	71.3	.8554	100
3541		Metal-cutting machine tools	10	4	48.0	2.6563	90
3544		Special dies, tools, jigs, & fixtures	26	3	47.4	1.7141	53
3559		Special-industry machinery n.e.c.	5	2	84.9	1.2546	93
3592		Carburetors, pistons, rings, & valves	1	1	250.3	11.5601	100
3661		Telephone & telegraph apparatus	1	1	103.6	1.1936	100
3662		Radio & TV communication equipment	6	4	195.8	1.0033	96
3823		Industrial process-control instruments	4	3	106.3	5.2282	99
3851		Ophthalmic goods	8	6	129.3	16.1564	98
3861		Photographic equipment & supplies	13	10	3,893.5	34.8178	100
Montgomery	**4**	**All mfg.**	**52**	**21**	**318.2**	**.0213**	**64**
Nassau	**184**	**All mfg.**	**943**	**236**	**6,681.0**	**.4465**	**76**
2257		Circular-knit fabric mills	2	1	123.1	4.1586	98
2711		Newspapers	13	2	104.6	.8047	85
2731		Book publishing	9	2	130.0	2.6584	82
2751		Letterpress commercial printing	23	3	28.3	.5881	40
2752		Lithographic commercial printing	22	6	105.0	1.3141	60
2834		Pharmaceutical preparations	16	10	190.0	1.4842	88
3079		Miscellaneous plastics products	44	7	143.6	.6773	42
3442		Metal doors, sash, & trim	18	4	35.3	1.3301	56
3569		General industrial machinery n.e.c.	3	1	28.4	1.4634	92
3599		Machinery, except electrical, n.e.c.	44	3	119.3	1.1619	20
3662		Radio & TV communication equipment	30	7	274.7	1.4076	75
3674		Semiconductors & related devices	6	2	64.0	1.2976	85
3679		Electronic components n.e.c.	44	15	106.9	2.3363	76
3713		Truck & bus bodies	2	1	95.0	2.7470	98
3721		Aircraft	2	2	1,595.6	8.8372	100
3728		Aircraft equipment n.e.c.	12	5	56.8	.9207	77
3811		Engineering & scientific instruments	10	6	176.8	7.7592	96
3825		Electricity-measuring instruments	11	8	66.7	2.2894	95
3861		Photographic equipment & supplies	6	3	208.1	1.8609	88
3944		Games, toys, & children's vehicles	5	4	103.5	3.1201	99
New York	**194**	**All mfg.**	**2,938**	**473**	**11,307.1**	**.7556**	**56**
2086		Bottled & canned soft drinks	2	1	279.1	2.8332	99
2241		Narrow-fabric mills	29	2	30.3	4.3629	20
2253		Knit-outerwear mills	25	4	47.8	2.1228	44
2311		Men's & boys' suits & coats	52	20	152.3	5.3051	76
2321		Men's & boys' shirts & nightwear	16	4	32.6	.9652	58
2323		Men's & boys' neckwear	45	4	78.0	30.0462	29
2329		Men's & boys' clothing n.e.c.	12	5	25.9	2.3688	78
2331		Women's & misses' blouses	34	3	72.4	3.2161	25
2335		Women's & misses' dresses	151	13	274.7	5.6447	27
2337		Women's & misses' suits & coats	84	19	280.1	10.2925	51
2339		Women's & misses' outerwear n.e.c.	70	13	116.2	3.9814	40
2341		Women's & children's underwear	76	11	96.2	5.3099	34
2342		Brassieres, girdles, & allied garments	22	11	68.3	9.1140	77
2352		Hats & caps, except millinery	25	2	25.9	8.1549	18
2361		Girls' & children's dresses & blouses	27	6	55.6	7.1566	61
2369		Girls' & children's outerwear n.e.c.	33	8	61.7	7.5529	58
2371		Fur goods	84	5	289.7	65.8709	16
2387		Apparel belts	43	5	76.7	26.8276	28
2391		Curtains & draperies	21	4	62.0	5.3476	44
2392		House furnishings n.e.c.	28	3	118.7	4.5652	30
2395		Pleating, stitching, & tucking	35	5	174.8	23.1248	42
2396		Automotive & apparel trimmings	62	4	356.2	14.3265	18
2711		Newspapers	16	9	408.6	3.1434	98
2721		Periodicals	73	36	1,864.6	30.6194	93
2731		Book publishing	105	43	1,147.7	23.4699	84
2741		Miscellaneous publishing	38	13	254.3	13.8259	79
2751		Letterpress commercial printing	216	26	308.4	6.4094	39
2752		Lithographic commercial printing	121	13	446.3	5.5855	37
2753		Engraving & plate printing	11	2	25.5	9.1925	64
2789		Bookbinding & related work	40	2	44.6	8.0230	20
2791		Typesetting	39	5	91.4	12.5498	32
2793		Photoengraving	25	12	51.3	23.1812	77
3079		Miscellaneous plastics products	25		52.0	.2453	0
3171		Women's handbags & purses	45	12	116.2	17.8194	64
3172		Personal leather goods n.e.c.	37	4	63.6	13.9842	28
3652		Phonograph records & pre-recorded tape	14	4	45.1	5.4839	58
3873		Watches, clocks, & watchcases	15	4	42.1	3.1043	48
3911		Precious-metal jewelry	123	12	547.8	22.2674	35
3915		Jewelers' materials & lapidary work	24	3	153.1	18.0287	25
3942		Dolls & stuffed toy animals	16	5	66.7	16.9246	63
•3961		Costume jewelry	67	13	159.0	16.9185	45
3963		Buttons	27	2	31.4	27.2097	19
3964		Needles, pins, & fasteners	28	3	60.1	7.3788	23
3993		Signs & advertising displays	37	3	79.9	3.8606	26
3999		Manufactures n.e.c.	55	3	144.3	4.5585	16
Niagara	**45**	**All mfg.**	**146**	**61**	**3,373.8**	**.2255**	**92**
2819		Industrial inorganic chemicals n.e.c.	4	3	131.6	1.4539	98
2821		Plastics materials & synthetic resins	3	3	181.3	1.4797	100
2869		Industrial organic chemicals n.e.c.	6	1	801.1	3.1682	93
3291		Abrasive products	3	3	125.7	6.0135	100
3312		Blast furnaces & steel mills	2	2	138.7	.2753	100
3313		Electrometallurgical products	3	3	154.9	13.7152	100
3624		Carbon & graphite products	5	5	137.6	15.5428	100
3714		Motor-vehicle parts & accessories	3	1	583.9	1.8780	98
3728		Aircraft equipment n.e.c.	1	1	216.6	3.5109	100
Oneida	**282**	**All mfg.**	**140**	**41**	**1,376.3**	**.0920**	**82**
3351		Copper rolling & drawing	3	3	219.4	4.1107	100
3357		Nonferrous-wire drawing & insulating	2	2	52.6	2.0187	100
3546		Power-driven hand tools	1	1	30.9	3.7202	100
3662		Radio & TV communication equipment	1	1	83.5	.4279	100
3724		Aircraft engines & engine parts	1	1	98.5	1.1628	100
3914		Silverware & plated & stainless ware	2	2	86.5	16.1682	100
Onondaga	**269**	**All mfg.**	**258**	**74**	**2,696.0**	**.1802**	**80**
2812		Alkalies & chlorine	2	2	211.6	9.6046	100
2844		Toilet preparations	1	1	197.3	2.6092	100
3262		Vitreous china food utensils	1	1	29.6	14.2513	100
3312		Blast furnaces & steel mills	1	1	214.4	.4256	100
3562		Ball & roller bearings	3	2	30.9	1.5965	98
3585		Refrigeration & heating equipment	1	1	166.6	1.1836	100
3714		Motor-vehicle parts & accessories	3	3	258.5	.8314	100
Ontario	**234**	**All mfg.**	**60**	**18**	**324.2**	**.0217**	**67**
Orange	**189**	**All mfg.**	**166**	**51**	**1,018.2**	**.0680**	**73**
2844		Toilet preparations	4	4	140.6	1.8594	100
3171		Women's handbags & purses	15	5	50.2	7.6982	69
Orleans	**234**	**All mfg.**	**18**	**5**	**142.3**	**.0095**	**85**
3944		Games, toys, & children's vehicles	1	1	51.7	1.5585	100
Oswego	**269**	**All mfg.**	**47**	**18**	**921.5**	**.0616**	**93**
2066		Chocolate & cocoa products	1	1	245.7	17.7298	100
Otsego		**All mfg.**	**19**	**3**	**112.8**	**.0075**	**49**
Putnam	**194**	**All mfg.**	**14**	**4**	**80.8**	**.0054**	**77**
Queens	**194**	**All mfg.**	**877**	**257**	**4,966.5**	**.3319**	**71**
2051		Bread, cake, & related products	7	4	58.4	.5964	86
2067		Chewing gum	1	1	70.8	11.8613	100
2086		Bottled & canned soft drinks	6	4	81.1	.8233	91
2253		Knit-outerwear mills	30	12	105.9	4.7031	76
2643		Bags, except textile bags	5	2	118.6	2.7926	94
2653		Corrugated & solid fiber boxes	13	4	65.8	.9594	69
2751		Letterpress commercial printing	21	1	26.3	.5466	15
3079		Miscellaneous plastics products	22	10	91.3	.4306	72
3357		Nonferrous-wire drawing & insulating	2	1	132.5	1.7528	97
3442		Metal doors, sash, & trim	9	4	30.4	1.1454	88
3469		Metal stampings n.e.c.	13	6	73.0	1.3929	79
3499		Fabricated metal products n.e.c.	15	4	73.1	1.9802	75
3579		Office machines n.e.c.	2	1	35.1	3.1007	98
3643		Current-carrying wiring devices	3	2	31.8	1.6316	98
3662		Radio & TV communication equipment	18	5	173.1	.8870	78
3679		Electronic components n.e.c.	14	5	35.2	.7693	78
3694		Engine electrical equipment	3	2	75.3	1.9153	98
3851		Ophthalmic goods	5	3	27.3	3.4112	92

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
3861		Photographic equipment & supplies	9	3	188.2	1.6830	79
3873		Watches, clocks, & watchcases	7	5	65.0	4.7928	95
3931		Musical instruments & parts	6	4	41.6	3.6498	90
3944		Games, toys, & children's vehicles	1	1	129.4	3.9009	100
3993		Signs & advertising displays	28	4	70.6	3.4113	29
3999		Manufactures n.e.c.	16	4	72.6	2.2935	56
Rensselaer	**4**	**All mfg.**	**62**	**21**	**585.2**	**.0391**	**83**
2321		Men's & boys' shirts & nightwear	2	2	42.9	1.2702	100
Richmond	**194**	**All mfg.**	**40**	**9**	**415.0**	**.0277**	**86**
2841		Soap & other detergents	1	1	174.2	2.6873	100
Rockland	**194**	**All mfg.**	**100**	**38**	**1,225.5**	**.0819**	**89**
2834		Pharmaceutical preparations	2	2	350.6	2.7388	100
2844		Toilet preparations	1	1	157.8	2.0868	100
St. Lawrence		**All mfg.**	**37**	**15**	**636.9**	**.0426**	**87**
3334		Primary aluminum	2	2	276.9	4.5695	100
3361		Aluminum foundries	1	1	59.6	1.8537	100
Saratoga	**4**	**All mfg.**	**47**	**16**	**405.5**	**.0271**	**78**
2621		Paper mills, except building paper	4	3	108.1	.7140	97
2822		Synthetic rubber	1	1	80.4	3.7463	100
Schenectady	**4**	**All mfg.**	**57**	**19**	**1,248.1**	**.0834**	**94**
3511		Turbines & turbine-generator set units	4	4	960.3	31.0736	100
3621		Motors & generators	1	1	39.9	.8534	100
Schoharie		**All mfg.**	**7**	**2**	**24.7**	**.0017**	**48**
Schuyler		**All mfg.**	**8**	**4**	**80.8**	**.0054**	**81**
Seneca		**All mfg.**	**17**	**6**	**156.1**	**.0104**	**83**
3561		Pumps & pumping equipment	1	1	46.3	1.7381	100
3672		Cathode-ray TV picture tubes	1	1	58.2	7.9978	100
Steuben		**All mfg.**	**36**	**19**	**830.9**	**.0555**	**94**
3229		Pressed & blown glass n.e.c.	2	2	433.6	16.2641	100
3563		Air & gas compressors	1	1	70.9	5.2464	100
Suffolk	**184**	**All mfg.**	**572**	**173**	**3,448.6**	**.2305**	**72**
2051		Bread, cake, & related products	3	2	60.0	.6128	94
3079		Miscellaneous plastics products	28	9	117.8	.5556	62
3573		Electronic computing equipment	6	3	246.0	1.4413	93
3651		Radio & TV receiving sets	7	3	68.5	1.1503	87
3662		Radio & TV communication equipment	31	18	355.6	1.8221	88
3679		Electronic components n.e.c.	30	12	77.2	1.6872	78
3721		Aircraft	1	1	362.6	2.0083	100
3728		Aircraft equipment n.e.c.	17	5	148.4	2.4054	74
Sullivan		**All mfg.**	**15**	**2**	**47.3**	**.0032**	**44**
Tioga	**33**	**All mfg.**	**16**	**8**	**287.8**	**.0192**	**93**
3574		Calculating & accounting machines	1	1	237.3	15.0237	100
Tompkins		**All mfg.**	**23**	**7**	**252.3**	**.0169**	**89**
3568		Power-transmission equipment n.e.c.	1	1	50.2	4.3728	100
3572		Typewriters	1	1	86.3	5.5303	100
3574		Calculating & accounting machines	1	1	71.9	4.5521	100
Ulster		**All mfg.**	**87**	**22**	**421.8**	**.0282**	**67**
Warren		**All mfg.**	**39**	**13**	**370.1**	**.0247**	**81**
2816		Inorganic pigments	1	1	127.1	8.0336	100
Washington		**All mfg.**	**27**	**15**	**360.1**	**.0241**	**90**
3629		Electrical industrial apparatus n.e.c.	1	1	66.0	8.0793	100
Wayne	**234**	**All mfg.**	**38**	**18**	**433.2**	**.0290**	**85**
2033		Canned fruits & vegetables	8	5	61.0	.8946	89
3079		Miscellaneous plastics products	2	1	74.0	.3490	98
3293		Gaskets, packing, & sealing devices	2	2	72.2	4.6683	100
Westchester	**194**	**All mfg.**	**470**	**127**	**3,446.2**	**.2303**	**77**
2721		Periodicals	3	1	305.9	5.0233	98
3079		Miscellaneous plastics products	16	4	59.8	.2820	63
3534		Elevators & moving stairways	2	1	41.4	7.3042	99
3622		Industrial controls	3	3	39.4	1.3009	100
3678		Electronic connectors	4	2	80.7	6.5583	96
3679		Electronic components n.e.c.	14	6	28.1	.6141	76
3711		Motor vehicles & passenger-car bodies	1	1	833.3	1.0516	100
Wyoming		**All mfg.**	**24**	**9**	**175.3**	**.0117**	**85**
3651		Radio & TV receiving sets	1	1	64.8	1.0881	100
Yates		**All mfg.**	**11**	**4**	**65.9**	**.0044**	**74**
State Total		**All mfg.**	**10,958**	**2,880**	**81,784.1**	**5.4656**	**77**

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
NORTH CAROLINA							
Alamance	**46**	**All mfg.**	**189**	**72**	**1,467.4**	**.0981**	**79**
2211		Cotton-weaving mills	3	3	56.6	1.2842	100
2221		Synthetics- & silk-weaving mills	6	6	200.2	3.1484	100
2251		Women's full- & knee-length hosiery	22	9	47.0	6.2642	77
2252		Hosiery n.e.c.	38	15	101.9	10.9148	77
2257		Circular-knit fabric mills	7	2	117.3	3.9627	75
2262		Synthetics- & silk-finishing plants	3	2	122.0	5.2466	93
2281		Yarn-spinning mills, except wool	11	5	84.2	2.1248	86
3662		Radio & TV communication equipment	1	1	229.7	1.1770	100
Alexander		**All mfg.**	**33**	**13**	**175.0**	**.0117**	**82**
2512		Upholstered wood household furniture	10	4	54.0	1.4937	81
Alleghany		**All mfg.**	**6**	**4**	**55.8**	**.0037**	**95**
Anson		**All mfg.**	**29**	**14**	**168.5**	**.0113**	**79**
Ashe		**All mfg.**	**14**	**6**	**105.8**	**.0071**	**80**
Avery		**All mfg.**	**5**	**3**	**22.9**	**.0015**	**89**
Beaufort		**All mfg.**	**31**	**11**	**283.5**	**.0189**	**82**
3634		Electric housewares & fans	1	1	51.0	1.9208	100
Bertie		**All mfg.**	**18**	**8**	**122.2**	**.0082**	**80**
Bladen		**All mfg.**	**26**	**11**	**138.9**	**.0093**	**74**
Brunswick	**296**	**All mfg.**	**15**	**3**	**161.6**	**.0108**	**71**
Buncombe	**17**	**All mfg.**	**140**	**60**	**964.4**	**.0644**	**79**
2231		Wool-fabric weaving & finishing mills	2	1	22.4	3.7389	98
3613		Switchgear & switchboard apparatus	3	3	86.2	1.9837	100
Burke		**All mfg.**	**79**	**39**	**714.0**	**.0477**	**87**
2251		Women's full- & knee-length hosiery	9	6	50.5	6.7306	95
2253		Knit-outerwear mills	2	2	31.6	1.4034	100
2257		Circular-knit fabric mills	2	1	108.5	3.6654	93
2511		Wood household furniture	4	4	90.9	1.7710	100
Cabarrus	**131**	**All mfg.**	**54**	**26**	**345.0**	**.0231**	**81**
2211		Cotton-weaving mills	5	5	99.9	2.2137	100
2251		Women's full- & knee-length hosiery	14	9	35.1	4.6781	91
2261		Cotton-finishing plants	3	3	70.0	7.8944	100
Caldwell		**All mfg.**	**76**	**37**	**569.0**	**.0380**	**86**
2511		Wood household furniture	17	16	280.4	5.4629	100
2512		Upholstered wood household furniture	11	4	67.0	1.8533	79
Carteret		**All mfg.**	**24**	**7**	**112.7**	**.0075**	**57**
Caswell		**All mfg.**	**6**	**3**	**43.1**	**.0029**	**93**
Catawba		**All mfg.**	**353**	**115**	**1,590.0**	**.1063**	**74**
2251		Women's full- & knee-length hosiery	18	7	44.2	5.8910	79
2252		Hosiery n.e.c.	62	8	96.2	10.3042	42
2257		Circular-knit fabric mills	4	3	114.5	3.8681	97
2281		Yarn-spinning mills, except wool	7	6	52.1	1.3148	97
2381		Fabric dress & work gloves	6	4	32.3	8.8396	90
2511		Wood household furniture	19	11	160.9	3.1347	89
2512		Upholstered wood household furniture	87	35	364.9	10.0935	76
3079		Miscellaneous plastics products	14	3	60.6	.2858	45
3612		Transformers	1	1	40.2	1.5165	100
Chatham		**All mfg.**	**39**	**20**	**278.6**	**.0186**	**76**
2281		Yarn-spinning mills, except wool	4	4	45.9	1.1583	100
2341		Women's & children's underwear	2	2	24.7	1.3634	100
Cherokee		**All mfg.**	**17**	**9**	**149.2**	**.0100**	**84**
Chowan		**All mfg.**	**14**	**9**	**66.1**	**.0044**	**85**
Clay		**All mfg.**	**7**	**3**	**29.4**	**.0020**	**52**
Cleveland		**All mfg.**	**93**	**42**	**1,135.2**	**.0759**	**88**
2221		Synthetics- & silk-weaving mills	6	6	206.7	3.2507	100
2253		Knit-outerwear mills	4	3	29.6	1.3146	97
2281		Yarn-spinning mills, except wool	11	7	79.1	1.9961	87
2824		Noncellulosic synthetic organic fibers	1	1	225.2	3.0878	100
3229		Pressed & blown glass n.e.c.	1	1	65.2	2.4456	100
Columbus		**All mfg.**	**35**	**11**	**347.1**	**.0232**	**81**
2631		Paperboard mills	1	1	217.2	2.6822	100
Craven		**All mfg.**	**38**	**11**	**285.2**	**.0191**	**72**
3732		Boat building & repairing	5	4	52.6	2.3275	95
Cumberland	**88**	**All mfg.**	**63**	**20**	**653.2**	**.0437**	**74**
3011		Tires & inner tubes	1	1	163.0	1.5124	100
Currituck	**195**	**All mfg.**	**2**		**7.3**	**.0005**	**0**
Dare		**All mfg.**	**1**		**1.2**	**.0001**	**0**
Davidson	**106**	**All mfg.**	**120**	**52**	**879.9**	**.0588**	**86**
2211		Cotton-weaving mills	3	3	28.5	.6315	100
2252		Hosiery n.e.c.	15	6	39.7	4.2524	68
2281		Yarn-spinning mills, except wool	3	3	47.7	1.2037	100

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
NORTH CAROLINA (Davidson, cont.)							
2321		Men's & boys' shirts & nightwear	4	3	35.8	1.0600	95
2511		Wood household furniture	12	10	216.4	4.2160	99
3229		Pressed & blown glass n.e.c.	1	1	71.3	2.6744	100
Davie		**All mfg.**	**22**	**10**	**114.0**	**.0076**	**79**
Duplin		**All mfg.**	**34**	**14**	**373.1**	**.0249**	**72**
2261		Cotton-finishing plants	1	1	17.7	1.9962	100
Durham	**225**	**All mfg.**	**80**	**23**	**1,574.3**	**.1052**	**91**
2111		Cigarettes	2	2	854.4	10.7147	100
2211		Cotton-weaving mills	1	1	26.8	.5939	100
3574		Calculating & accounting machines	1	1	215.5	13.6436	100
3861		Photographic equipment & supplies	1	1	131.5	1.1759	100
Edgecombe		**All mfg.**	**61**	**28**	**728.3**	**.0487**	**75**
2257		Circular-knit fabric mills	5	2	113.2	3.8242	83
Forsythe	**106**	**All mfg.**	**150**	**70**	**4,508.2**	**.3013**	**96**
2111		Cigarettes	1	1	2,278.5	28.5738	100
2131		Chewing & smoking tobacco & snuff	3	3	127.7	28.8522	100
2251		Women's full- & knee-length hosiery	3	3	64.4	8.5832	100
2322		Men's & boys' underwear	1	1	29.2	7.0446	100
2511		Wood household furniture	5	3	40.1	.7813	91
3353		Aluminum sheet, plate, & foil	1	1	300.1	4.1270	100
3498		Fabricated pipe & fittings	2	1	83.0	4.1604	95
3661		Telephone & telegraph apparatus	2	2	463.4	5.3391	100
Franklin		**All mfg.**	**22**	**7**	**117.4**	**.0078**	**47**
Gaston	**53**	**All mfg.**	**285**	**117**	**2,128.3**	**.1422**	**81**
2253		Knit-outerwear mills	8	6	37.2	1.6521	89
2257		Circular-knit fabric mills	13	3	127.5	4.3073	53
2269		Textile-finishing plants n.e.c.	7	4	67.6	8.1495	89
2281		Yarn-spinning mills, except wool	56	47	553.9	13.9778	96
2282		Throwing & winding mills, except wool	5	3	95.2	4.8949	88
2284		Thread mills	5	3	71.4	13.1661	94
2296		Tire cord & fabric	1	1	118.5	11.0304	100
2322		Men's & boys' underwear	6	4	18.0	4.3426	86
3552		Textile machinery	40	5	83.6	5.4982	42
3599		Machinery, except electrical, n.e.c.	11	2	126.7	1.2339	85
Gates		**All mfg.**	**3**		**5.7**	**.0004**	**0**
Graham		**All mfg.**	**4**	**4**	**20.6**	**.0014**	**100**
Granville		**All mfg.**	**30**	**17**	**387.8**	**.0259**	**89**
Greene		**All mfg.**	**10**	**3**	**28.3**	**.0019**	**39**
Guilford	**106**	**All mfg.**	**476**	**158**	**3,392.4**	**.2267**	**76**
2051		Bread, cake, & related products	9	4	49.2	.5025	68
2111		Cigarettes	1	1	379.7	4.7617	100
2211		Cotton-weaving mills	3	2	34.6	1.2099	98
2251		Women's full- & knee-length hosiery	10	7	43.5	5.7977	95
2252		Hosiery n.e.c.	10	6	45.9	4.9165	92
2261		Cotton-finishing plants	1	1	30.9	3.4848	100
2262		Synthetics- & silk-finishing plants	4	3	192.9	8.2957	98
2339		Women's & misses' outerwear n.e.c.	6	6	47.9	1.6412	100
2341		Women's & children's underwear	5	4	46.0	2.5391	97
2511		Wood household furniture	11	6	62.6	1.2196	82
2512		Upholstered wood household furniture	60	17	196.3	5.4299	69

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

Productivity is:

Salespeople knowing how to penetrate their accounts for maximum yield.

Mr. S.E. Sanderson, Jr., President
Xerox Learning Systems
One Pickwick Plaza
Greenwich, CT 06830

Dear Mr. Sanderson:

☐ Please have one of your consultants contact me for an appointment so I can find out more about your learning system, Account Development Strategies. It is understood that this consultation will run from one to two hours and that there is no charge or obligation for it.

☐ I prefer a written briefing.

Name ________ Title ________
Company ________
Address ________ Phone ________
City ________ State ________ Zip ________

Thousands of companies, including 357 of the Fortune 500, use Xerox Learning Systems to help their people do a better job.

XEROX

© Xerox Corporation 1980

For further information circle No. 105 on Reader Service Card

S&MM's FOUR SURVEY ISSUES

Each year Sales & Marketing Management publishes four *Survey* issues, which, taken together, provide a comprehensive and convenient information system for both consumer and industrial marketers. The data contained in the four *Survey* issues facilitate the analysis and selection of local geographic markets as well as target customer markets, the development of appropriate sales strategies for reaching those markets, and the comparison of the costs of selling in the geographical markets.

Survey of Buying Power, published July 28, includes the most current estimates of the demographic and socioeconomic factors of regions, states, metropolitan markets, counties, and cities.

Survey of Buying Power—Part II, published Oct. 27, rearranges the basic *Survey* data in terms of TV and newspaper markets so that markets can be evaluated in media terms; it also gives a five-year projection of metropolitan markets as well as current data on merchandise line sales for several product categories.

Survey of Selling Costs, published in February, includes detailed information on the basic selling costs of the leading metropolitan markets in the U.S. and Canada, plus data on such marketing-related expenses as sales training, sales meetings, cost per call, and salespeople's compensation.

Survey of Industrial Purchasing Power, published in April, provides data on total manufacturing activity at the county level as well as local market information on 457 customer industries that buy goods and services from consumer- and industrial-products manufacturers.

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.): Total Shipments ($Mil.)	1979 (S&MM Est.): % Of U.S. Shipments	1979 (S&MM Est.): % In Large Plants
2521		Wood office furniture	3	3	41.9	9.1725	100
3079		Miscellaneous plastics products	20	4	105.4	.4971	59
3586		Measuring & dispensing pumps	1	1	120.4	20.9246	100
3662		Radio & TV communication equipment	1	1	121.8	.6241	100
Halifax		**All mfg.**	**39**	**17**	**444.0**	**.0297**	**84**
2211		Cotton-weaving mills	2	2	33.6	.7445	100
2221		Synthetics- & silk-weaving mills	1	1	117.8	1.8526	100
Harnett		**All mfg.**	**31**	**15**	**210.9**	**.0141**	**77**
2211		Cotton-weaving mills	1	1	26.8	.5939	100
Haywood		**All mfg.**	**20**	**7**	**664.6**	**.0444**	**96**
2611		Pulp mills	1	1	211.2	7.9870	100
2621		Paper mills, except building paper	1	1	252.3	1.6663	100
3041		Rubber & plastic hose & belting	1	1	99.5	5.5943	100
Henderson		**All mfg.**	**45**	**15**	**206.7**	**.0138**	**69**
3648		Lighting equipment n.e.c.	1	1	21.4	4.3514	100
Hertford		**All mfg.**	**18**	**10**	**162.8**	**.0109**	**83**
Hoke		**All mfg.**	**8**	**5**	**115.2**	**.0077**	**92**
Hyde		**All mfg.**	**4**		**10.1**	**.0007**	**0**
Iredell		**All mfg.**	**106**	**45**	**816.5**	**.0546**	**83**
2211		Cotton-weaving mills	1	1	26.8	.5939	100
2221		Synthetics- & silk-weaving mills	3	3	109.3	1.7189	100
2281		Yarn-spinning mills, except wool	7	6	73.7	1.8598	96
2328		Men's & boys' work clothing	1	1	66.5	1.9013	100
Jackson		**All mfg.**	**7**	**2**	**36.8**	**.0025**	**57**
Johnston		**All mfg.**	**49**	**20**	**481.2**	**.0322**	**79**
2321		Men's & boys' shirts & nightwear	3	3	27.0	.7994	100
3651		Radio & TV receiving sets	1	1	90.7	1.5231	100
Jones		**All mfg.**	**3**		**5.1**	**.0003**	**0**
Lee		**All mfg.**	**54**	**25**	**438.4**	**.0293**	**81**
3714		Motor-vehicle parts & accessories	3	3	78.3	.2518	100
Lenoir		**All mfg.**	**41**	**15**	**606.7**	**.0405**	**86**
2321		Men's & boys' shirts & nightwear	4	4	74.2	2.1970	100
2824		Noncellulosic synthetic organic fibers	2	2	307.2	4.2121	100
Lincoln		**All mfg.**	**44**	**17**	**383.3**	**.0256**	**76**
McDowell		**All mfg.**	**35**	**16**	**380.7**	**.0254**	**91**
2221		Synthetics- & silk-weaving mills	2	2	94.2	1.4814	100
2281		Yarn-spinning mills, except wool	2	2	44.7	1.1280	100
2511		Wood household furniture	4	4	52.8	1.0287	100
Macon		**All mfg.**	**7**	**3**	**66.3**	**.0044**	**89**
Madison	17	**All mfg.**	**8**	**4**	**23.0**	**.0015**	**74**
Martin		**All mfg.**	**16**	**7**	**128.5**	**.0086**	**78**
Mecklenburg	53	**All mfg.**	**418**	**126**	**3,130.6**	**.2092**	**75**
2051		Bread, cake, & related products	4	3	58.5	.5975	92
2052		Cookies & crackers	3	2	78.6	2.5361	97
2086		Bottled & canned soft drinks	6	4	84.8	.8608	90
2865		Cyclic crudes & intermediates	5	2	195.0	3.4026	85
2951		Paving mixtures & blocks	1	1	74.5	3.9314	100
3079		Miscellaneous plastics products	14	4	73.0	.3443	62
3511		Turbines & turbine-generator set units	1	1	143.7	4.6499	100
3552		Textile machinery	25	7	87.1	5.7284	66
Mitchell		**All mfg.**	**13**	**5**	**74.4**	**.0050**	**83**
Montgomery		**All mfg.**	**41**	**20**	**245.8**	**.0164**	**81**
2252		Hosiery n.e.c.	12	4	49.9	5.3449	84
2341		Women's & children's underwear	3	3	35.4	1.9540	100
Moore		**All mfg.**	**39**	**14**	**274.9**	**.0184**	**74**
Nash		**All mfg.**	**73**	**26**	**628.7**	**.0420**	**81**
2834		Pharmaceutical preparations	1	1	167.9	1.3116	100
New Hanover	296	**All mfg.**	**71**	**25**	**924.5**	**.0618**	**80**
2824		Noncellulosic synthetic organic fibers	1	1	204.7	2.8067	100
3443		Fabricated plate work (boiler shops)	2	2	118.8	1.4252	100

Naples Daily News

NAPLES, FLORIDA

95% Sunday*

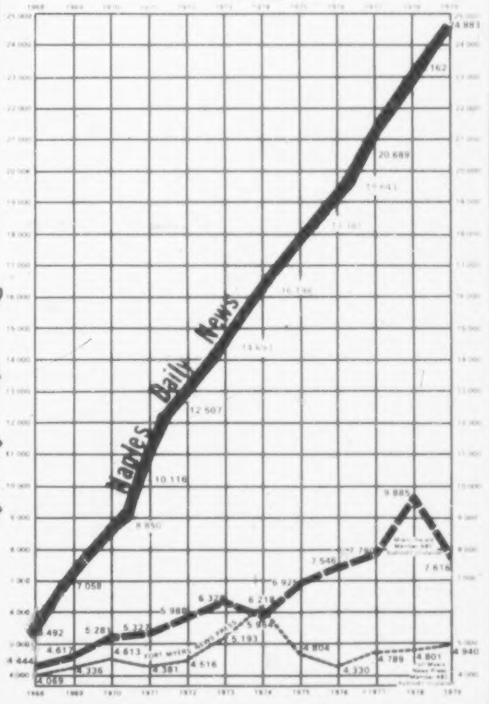
84% Daily*

City Zone Coverage

Call Bob Groff, Nat'l Adver. Mgr. 813-262-3161
1075 Central Avenue, Naples, FL 33940

**Audit Bureau of Circulations, March 31, 1979*

*Circulation Comparison**
Collier County, Florida



For further information circle No. 117 on Reader Service Card

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
NORTH CAROLINA (cont.)							
Northampton		**All mfg.**	**20**	**6**	**97.7**	**.0065**	**63**
Onslow		**All mfg.**	**16**	**9**	**246.6**	**.0165**	**75**
Orange	**225**	**All mfg.**	**16**	**6**	**71.5**	**.0048**	**79**
Pamlico		**All mfg.**	**9**		**27.8**	**.0019**	**0**
Pasquotank		**All mfg.**	**23**	**6**	**124.5**	**.0083**	**64**
Pender		**All mfg.**	**8**	**2**	**24.2**	**.0016**	**53**
Perquimans		**All mfg.**	**2**	**2**	**10.7**	**.0007**	**100**
Person		**All mfg.**	**15**	**7**	**169.1**	**.0113**	**89**
2231		Wool-fabric weaving & finishing mills	1	1	15.6	2.6039	100
Pitt		**All mfg.**	**54**	**19**	**535.9**	**.0358**	**78**
2141		Tobacco stemming & redrying	5	3	158.0	6.0893	94
Polk		**All mfg.**	**11**	**4**	**58.9**	**.0039**	**76**
Randolph	**106**	**All mfg.**	**120**	**49**	**952.0**	**.0636**	**85**
2221		Synthetics- & silk-weaving mills	3	3	260.8	4.1015	100
2251		Women's full- & knee-length hosiery	21	10	55.0	7.3304	85
2322		Men's & boys' underwear	1	1	29.2	7.0446	100
2511		Wood household furniture	6	4	44.7	.8709	94
Richmond		**All mfg.**	**41**	**17**	**403.9**	**.0270**	**83**
2221		Synthetics- & silk-weaving mills	3	3	130.0	2.0444	100
Robeson		**All mfg.**	**75**	**32**	**496.4**	**.0332**	**76**
2281		Yarn-spinning mills, except wool	4	4	46.9	1.1835	100
2321		Men's & boys' shirts & nightwear	5	4	29.6	.8764	94
3021		Rubber & plastic footwear	1	1	25.6	4.2774	100
Rockingham		**All mfg.**	**53**	**33**	**1,257.9**	**.0841**	**97**
2082		Malt beverages	1	1	271.5	3.7504	100
2111		Cigarettes	1	1	379.7	4.7617	100
2211		Cotton-weaving mills	5	5	64.8	1.4359	100
2254		Knit-underwear mills	1	1	22.9	3.2850	100
2271		Woven carpets & rugs	1	1	19.6	11.3755	100
2281		Yarn-spinning mills, except wool	5	5	106.2	2.6800	100
2282		Throwing & winding mills, except wool	5	5	161.0	8.2781	100
Rowan	**131**	**All mfg.**	**94**	**43**	**895.0**	**.0598**	**84**
2211		Cotton-weaving mills	5	3	49.5	1.0969	95
2281		Yarn-spinning mills, except wool	5	5	89.5	2.2586	100
2824		Noncellulosic synthetic organic fibers	1	1	225.2	3.0878	100
Rutherford		**All mfg.**	**49**	**28**	**641.9**	**.0429**	**90**
2211		Cotton-weaving mills	9	9	123.0	2.7256	100
2221		Synthetics- & silk-weaving mills	2	2	193.6	3.0446	100
Sampson		**All mfg.**	**34**	**12**	**321.8**	**.0215**	**85**
Scotland		**All mfg.**	**28**	**14**	**263.3**	**.0176**	**85**
Stanly		**All mfg.**	**48**	**22**	**511.3**	**.0342**	**84**
2251		Women's full- & knee-length hosiery	2	2	37.0	4.9314	100
Stokes	**106**	**All mfg.**	**6**	**2**	**95.1**	**.0064**	**93**
Surry		**All mfg.**	**64**	**33**	**519.0**	**.0347**	**89**
2231		Wool-fabric weaving & finishing mills	1	1	42.1	7.0272	100
2252		Hosiery n.e.c.	10	5	75.7	8.1084	89
2253		Knit-outerwear mills	4	3	65.9	2.9267	99
2339		Women's & misses' outerwear n.e.c.	3	3	37.3	1.2780	100
2511		Wood household furniture	4	3	44.4	.8650	97
3634		Electric housewares & fans	2	2	65.0	2.4481	100
Swain		**All mfg.**	**9**	**5**	**57.2**	**.0038**	**90**
Transylvania		**All mfg.**	**9**	**5**	**292.6**	**.0196**	**98**
2621		Paper mills, except building paper	1	1	157.6	1.0409	100
Tyrrell		**All mfg.**	**4**		**12.9**	**.0009**	**0**
Union	**53**	**All mfg.**	**65**	**33**	**473.1**	**.0316**	**83**
Vance		**All mfg.**	**35**	**14**	**319.1**	**.0213**	**84**
2281		Yarn-spinning mills, except wool	4	4	121.5	3.0661	100
Wake	**225**	**All mfg.**	**151**	**59**	**1,390.6**	**.0929**	**77**
3661		Telephone & telegraph apparatus	1	1	79.1	.9114	100
3825		Electricity-measuring instruments	1	1	46.4	1.5926	100
Warren		**All mfg.**	**11**	**5**	**54.4**	**.0036**	**74**
Washington		**All mfg.**	**9**	**6**	**370.5**	**.0248**	**97**
2631		Paperboard mills	1	1	310.4	3.8331	100
Watauga		**All mfg.**	**11**	**6**	**86.5**	**.0058**	**89**
Wayne		**All mfg.**	**55**	**24**	**421.3**	**.0282**	**77**
Wilkes		**All mfg.**	**37**	**15**	**442.2**	**.0296**	**90**
2016		Poultry-dressing plants	1	1	208.2	3.2523	100
2251		Women's full- & knee-length hosiery	2	1	16.9	2.2524	97
Wilson		**All mfg.**	**59**	**25**	**1,258.9**	**.0841**	**92**
2141		Tobacco stemming & redrying	7	6	583.1	22.4727	99
3011		Tires & inner tubes	1	1	163.0	1.5124	100
Yadkin	**106**	**All mfg.**	**10**	**4**	**61.1**	**.0041**	**76**
Yancey		**All mfg.**	**8**	**5**	**40.4**	**.0027**	**89**
State Total		**All mfg.**	**5,153**	**2,051**	**47,715.6**	**3.1888**	**83**
NORTH DAKOTA							
Adams		**All mfg.**	**1**		**5.2**	**.0003**	**0**
Barnes		**All mfg.**	**1**		**1.3**	**.0001**	**0**
Benson		**All mfg.**	**2**	**1**	**5.1**	**.0003**	**71**
Bottineau		**All mfg.**	**2**		**6.0**	**.0004**	**0**
Burleigh	**35**	**All mfg.**	**16**	**3**	**78.0**	**.0052**	**33**
Cass	**86**	**All mfg.**	**36**	**8**	**243.2**	**.0163**	**55**
Cavalier		**All mfg.**	**1**	**1**	**3.6**	**.0002**	**100**
Eddy		**All mfg.**	**1**		**3.6**	**.0002**	**0**
Foster		**All mfg.**	**1**		**2.7**	**.0002**	**0**
Grand Forks	**101**	**All mfg.**	**16**	**6**	**95.9**	**.0064**	**62**
Griggs		**All mfg.**	**1**	**1**	**12.0**	**.0008**	**100**
Hettinger		**All mfg.**	**1**		**4.4**	**.0003**	**0**
McHenry		**All mfg.**	**2**		**17.6**	**.0012**	**0**
McIntosh		**All mfg.**	**2**		**8.5**	**.0006**	**0**
Morton	**35**	**All mfg.**	**8**	**1**	**254.8**	**.0170**	**87**
Mountrail		**All mfg.**	**1**		**2.1**	**.0001**	**0**
Pembina		**All mfg.**	**3**		**7.4**	**.0005**	**0**
Pierce		**All mfg.**	**1**		**3.7**	**.0002**	**0**
Ramsey		**All mfg.**	**2**		**4.2**	**.0003**	**0**
Ransom		**All mfg.**	**1**		**15.5**	**.0010**	**0**
Richland		**All mfg.**	**12**	**2**	**41.1**	**.0027**	**43**
Rolette		**All mfg.**	**2**	**1**	**18.5**	**.0012**	**91**
Sargent		**All mfg.**	**1**	**1**	**42.6**	**.0028**	**100**
Sioux		**All mfg.**	**2**		**2.9**	**.0002**	**0**
Stark		**All mfg.**	**6**	**1**	**52.5**	**.0035**	**40**
Stutsman		**All mfg.**	**6**	**2**	**27.9**	**.0019**	**54**
Traill		**All mfg.**	**1**	**1**	**11.1**	**.0007**	**100**
Walsh		**All mfg.**	**1**		**1.2**	**.0001**	**0**
Ward		**All mfg.**	**7**		**63.9**	**.0043**	**0**
Williams		**All mfg.**	**8**	**1**	**218.4**	**.0146**	**67**
State Total		**All mfg.**	**145**	**30**	**1,254.9**	**.0839**	**58**
OHIO							
Adams		**All mfg.**	**5**	**3**	**62.6**	**.0042**	**93**
Allen	**151**	**All mfg.**	**94**	**40**	**1,926.3**	**.1287**	**87**
3531		Construction machinery	1	1	159.4	1.0726	100
3621		Motors & generators	3	3	52.7	1.1272	100
3713		Truck & bus bodies	1	1	55.6	1.6077	100
3714		Motor-vehicle parts & accessories	4	4	379.2	1.2197	100
Ashland		**All mfg.**	**42**	**19**	**704.2**	**.0471**	**92**
3069		Fabricated rubber products n.e.c.	7	7	100.3	1.9775	100
3561		Pumps & pumping equipment	2	2	44.4	1.6667	100
3711		Motor vehicles & passenger-car bodies	1	1	347.3	.4383	100
Ashtabula		**All mfg.**	**110**	**39**	**876.6**	**.0586**	**78**
3079		Miscellaneous plastics products	16	7	146.3	.6900	86
Athens		**All mfg.**	**17**	**4**	**63.7**	**.0043**	**40**
Auglaize	**151**	**All mfg.**	**41**	**17**	**447.9**	**.0299**	**87**
3069		Fabricated rubber products n.e.c.	2	2	83.9	1.6541	100
3542		Metal-forming machine tools	3	2	32.0	4.1142	95
Belmont	**291**	**All mfg.**	**35**	**16**	**300.7**	**.0201**	**86**
3471		Plating & polishing	2	2	34.6	1.7255	100
Brown		**All mfg.**	**6**	**1**	**23.4**	**.0016**	**45**

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

1979 (S&MM Est.)

County SIC	Metro Area Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
		Total Plants	Large Plants			
Butler	**109 All mfg.**	**140**	**48**	**2,337.5**	**.1562**	**92**
2621	Paper mills, except building paper	5	5	361.6	2.3882	100
3312	Blast furnaces & steel mills	2	2	504.3	1.0010	100
3316	Cold-rolled steel sheet, strip, & bars	1	1	74.4	2.5148	100
3465	Automotive stampings	1	1	382.7	3.4762	100
3499	Fabricated metal products n.e.c.	7	3	91.0	2.4651	91
3533	Oil-field machinery	1	1	146.1	3.1971	100
Carroll	**48 All mfg.**	**14**	**4**	**58.5**	**.0039**	**53**
Champaign	**266 All mfg.**	**26**	**11**	**264.7**	**.0177**	**85**
Clark	**266 All mfg.**	**119**	**33**	**728.7**	**.0487**	**74**
3621	Motors & generators	1	1	39.9	.8534	100
3713	Truck & bus bodies	1	1	138.8	4.0135	100
Clermont	**57 All mfg.**	**32**	**10**	**184.8**	**.0124**	**78**
3559	Special-industry machinery n.e.c.	1	1	85.8	1.2679	100
Clinton	**All mfg.**	**32**	**9**	**204.0**	**.0136**	**76**
Columbiana	**All mfg.**	**107**	**31**	**644.8**	**.0431**	**71**
3559	Special-industry machinery n.e.c.	5	3	115.4	1.7053	93
Coshocton	**All mfg.**	**25**	**10**	**282.6**	**.0189**	**86**
Crawford	**All mfg.**	**57**	**20**	**594.1**	**.0397**	**86**
3531	Construction machinery	8	6	205.0	1.3795	94
3562	Ball & roller bearings	1	1	34.4	1.7773	100
3713	Truck & bus bodies	2	2	56.0	1.6193	100
Cuyahoga	**59 All mfg.**	**2,008**	**537**	**18,522.4**	**1.2378**	**81**
2026	Fluid milk	7	6	140.7	.9974	95
2038	Frozen food specialties	3	3	157.9	4.6576	100
2051	Bread, cake, & related products	12	7	112.0	1.1438	93
2086	Bottled & canned soft drinks	7	5	91.9	.9329	96
2253	Knit-outerwear mills	9	6	31.5	1.3989	90
2311	Men's & boys' suits & coats	3	3	63.8	2.2224	100
2396	Automotive & apparel trimmings	2	1	169.8	6.8294	98
2542	Metal partitions & fixtures	8	4	68.6	5.5927	90
2653	Corrugated & solid fiber boxes	14	6	93.0	1.3560	72
2711	Newspapers	13	8	187.1	1.4394	96
2721	Periodicals	7	3	90.7	1.4894	85
2751	Letterpress commercial printing	30	4	40.3	.8375	38
2752	Lithographic commercial printing	45	5	147.0	1.8397	36
2771	Greeting-card publishing	2	2	142.4	13.0594	100
2819	Industrial inorganic chemicals n.e.c.	8	5	252.9	2.7940	91
2851	Paints & allied products	28	7	297.8	3.8848	67
2899	Chemical preparations n.e.c.	27	5	229.0	5.6110	73
2911	Petroleum refining	3	2	2,071.1	1.8795	96
3069	Fabricated rubber products n.e.c.	11	2	46.7	.9207	64
3079	Miscellaneous plastics products	47	12	227.3	1.0720	70
3229	Pressed & blown glass n.e.c.	2	2	60.0	2.2506	100
3299	Nonmetallic mineral products n.e.c.	2	1	162.1	40.1735	99
3312	Blast furnaces & steel mills	6	2	1,173.0	2.3284	98
3316	Cold-rolled steel sheet, strip, & bars	4	3	173.3	5.8577	99
3317	Steel pipe & tubes	5	3	153.6	4.3216	95
3321	Gray-iron foundries	9	4	381.7	4.7625	96
3351	Copper rolling & drawing	5	4	186.0	3.4849	92
3361	Aluminum foundries	21	11	130.5	4.0588	80
3429	Hardware n.e.c.	16	7	248.2	4.2161	89
3433	Heating equipment, except electric	9	3	43.2	2.6547	80
3441	Fabricated structural metal	33	10	93.8	1.5222	62
3444	Sheet-metal work	24	3	58.9	1.0907	35
3449	Miscellaneous metal work	15	3	53.1	3.4487	44
3451	Screw-machine products	35	2	66.6	3.3430	29
3452	Bolts, nuts, rivets, & washers	31	11	271.4	7.2509	86
3462	Iron & steel forgings	27	8	110.7	4.0144	61
3463	Nonferrous forgings	2	1	98.0	18.2326	99
3469	Metal stampings n.e.c.	45	16	158.9	3.0319	68
3471	Plating & polishing	41		46.4	2.3140	0
3489	Ordnance & accessories n.e.c.	1	1	73.0	8.7719	100
3494	Valves & pipe fittings	19	7	213.5	3.8019	87
3496	Miscellaneous fabricated wire products	14	4	34.3	2.3074	73
3499	Fabricated metal products n.e.c.	42	8	200.4	5.4285	65
3524	Lawn & garden equipment	2	2	69.2	4.4226	100
3531	Construction machinery	12	7	237.2	1.5961	91
3537	Industrial trucks & tractors	11	5	139.2	6.1343	88
3541	Metal-cutting machine tools	28	10	141.0	7.8030	89
3542	Metal-forming machine tools	14	3	34.9	4.4870	66
3544	Special dies, tools, jigs, & fixtures	80	9	107.3	3.8802	43
3545	Machine-tool accessories	18	5	81.6	5.7955	87
3559	Special-industry machinery n.e.c.	26	9	345.6	5.1218	87
3569	General industrial machinery n.e.c.	14	5	42.2	2.1745	74
3599	Machinery, except electrical, n.e.c.	77	5	185.5	1.8066	22
3621	Motors & generators	9	6	156.5	3.3474	96
3622	Industrial controls	13	6	64.5	2.1296	82
3623	Electric welding apparatus	6	2	161.9	11.0716	93
3635	Household vacuum cleaners	4	4	70.6	10.4810	100
3641	Electric lamps	5	3	104.9	5.8184	95
3645	Residential electric lighting fixtures	12	6	74.3	7.1005	87
3662	Radio & TV communication equipment	14	6	126.4	.6477	84
3679	Electronic components n.e.c.	9	4	21.8	.4764	80
3692	Dry & wet primary batteries	2	1	63.0	8.8807	97
3711	Motor vehicles & passenger-car bodies	1	1	833.3	1.0516	100
3714	Motor-vehicle parts & accessories	45	29	1,845.5	5.9358	98
3728	Aircraft equipment n.e.c.	9	2	70.8	1.1476	86
3825	Electricity-measuring instruments	10	3	39.2	1.3455	68
3829	Measuring & controlling devices n.e.c.	9	4	28.1	2.6552	82
3841	Surgical & medical instruments	4	2	129.8	6.0389	96
3991	Brooms & brushes	14	2	50.9	6.3913	56
Darke	**All mfg.**	**47**	**12**	**274.6**	**.0184**	**62**
Defiance	**All mfg.**	**24**	**10**	**491.7**	**.0329**	**92**
3321	Gray-iron foundries	1	1	262.1	3.2702	100
Delaware	**64 All mfg.**	**35**	**14**	**525.7**	**.0351**	**91**
Erie	**All mfg.**	**74**	**31**	**833.0**	**.0557**	**87**
3562	Ball & roller bearings	1	1	67.7	3.4978	100
3714	Motor-vehicle parts & accessories	2	2	153.9	.4950	100
Fairfield	**64 All mfg.**	**56**	**27**	**630.9**	**.0422**	**88**
3229	Pressed & blown glass n.e.c.	3	3	207.8	7.7944	100
3564	Blowers & exhaust & ventilation fans	3	2	39.0	3.4741	93
Fayette	**All mfg.**	**25**	**9**	**225.0**	**.0150**	**73**
Franklin	**64 All mfg.**	**537**	**148**	**5,308.8**	**.3548**	**81**
2026	Fluid milk	8	4	149.5	1.0598	77
2051	Bread, cake, & related products	13	5	95.1	.9713	82
2295	Coated fabrics, not rubberized	1	1	87.6	7.4521	100
2711	Newspapers	4	1	61.4	.4724	92
2721	Periodicals	3	2	106.8	1.7538	97
3079	Miscellaneous plastics products	22	7	150.4	.7093	82
3229	Pressed & blown glass n.e.c.	3	1	41.2	1.5454	94
3429	Hardware n.e.c.	1	1	232.0	3.9409	100
3444	Sheet-metal work	13	5	79.9	1.4796	87
3532	Mining machinery	1	1	101.6	4.1679	100
3562	Ball & roller bearings	1	1	43.1	2.2268	100
3568	Power-transmission equipment n.e.c.	4	2	45.5	3.9634	96
3585	Refrigeration & heating equipment	8	5	289.8	2.0588	96
3621	Motors & generators	1	1	59.8	1.2791	100
3632	Household refrigerators & freezers	2	1	175.1	6.4465	99
3661	Telephone & telegraph apparatus	2	1	365.0	4.2054	99
3714	Motor-vehicle parts & accessories	7	5	132.8	.4271	96
3728	Aircraft equipment n.e.c.	1	1	81.3	1.3178	100
3822	Environmental controls	2	1	132.8	8.1045	99
3823[1]	Industrial process-control instruments	4	2	105.3	5.1790	97
Fulton	**275 All mfg.**	**59**	**21**	**465.7**	**.0311**	**75**
2511	Wood household furniture	4	3	45.8	.8923	97
Gallia	**All mfg.**	**11**	**4**	**147.5**	**.0099**	**84**
3566	Speed changers, drives, & gears	1	1	82.0	8.9774	100
Geauga	**59 All mfg.**	**47**	**11**	**211.3**	**.0141**	**64**
3069	Fabricated rubber products n.e.c.	6	4	81.9	1.6147	96
Greene	**70 All mfg.**	**42**	**11**	**570.7**	**.0381**	**85**
3585	Refrigeration & heating equipment	1	1	333.4	2.3686	100
Guernsey	**All mfg.**	**36**	**13**	**338.3**	**.0226**	**86**
3573	Electronic computing equipment	1	1	156.6	.9175	100
Hamilton	**57 All mfg.**	**919**	**292**	**12,395.4**	**.8284**	**88**
2011	Meat-packing plants	9	2	418.6	1.0802	82
2026	Fluid milk	10	5	171.6	1.2164	80
2051	Bread, cake, & related products	14	9	156.2	1.5953	92
2052	Cookies & crackers	2	1	92.4	2.9814	98
2079	Shortening & cooking oils n.e.c.	2	2	538.8	11.1562	100
2085	Distilled liquor, except brandy	2	1	149.0	6.2587	98
2086	Bottled & canned soft drinks	6	4	135.1	1.3714	95
2099	Food preparations n.e.c.	8	4	129.4	1.8936	87
2311	Men's & boys' suits & coats	6	4	29.2	1.0171	97

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
OHIO (Hamilton, cont.)							
2651		Folding paperboard boxes	6	3	87.9	3.4790	94
2653		Corrugated & solid fiber boxes	9	6	63.6	.9273	94
2711		Newspapers	10	4	98.8	.7601	92
2741		Miscellaneous publishing	6	3	60.4	3.2839	89
2751		Letterpress commercial printing	30	6	42.8	.8895	55
2752		Lithographic commercial printing	29	6	196.6	2.4605	70
2771		Greeting-card publishing	2	1	93.0	8.5290	99
2819		Industrial inorganic chemicals n.e.c	7	4	129.8	1.4340	87
2834		Pharmaceutical preparations	5	3	187.6	1.4655	96
2841		Soap & other detergents	6	3	1,321.4	20.3847	99
2844		Toilet preparations	4	3	301.7	3.9898	98
2865		Cyclic crudes & intermediates	3	2	246.4	4.2995	97
2869		Industrial organic chemicals n.e.c.	6	2	266.1	1.0524	86
3079		Miscellaneous plastics products	23	9	155.5	.7334	84
3144		Women's nonathletic footwear	4	4	67.1	3.8067	100
3292		Asbestos products	3	1	47.3	4.3283	95
3341		Secondary nonferrous metals	4	1	227.5	4.8162	85
3411		Metal cans	3	3	252.6	3.1427	100
3444		Sheet-metal work	22	3	72.8	1.3481	55
3469		Metal stampings n.e.c.	13	3	57.8	1.1028	67
3494		Valves & pipe fittings	6	4	195.0	3.4725	97
3496		Miscellaneous fabricated wire products	5	2	40.1	2.6976	96
3499		Fabricated metal products n.e.c.	11	5	54.4	1.4736	80
3541		Metal-cutting machine tools	22	12	197.6	10.9353	95
3544		Special dies, tools, jigs, & fixtures	30	3	32.5	1.1753	36
3561		Pumps & pumping equipment	6	2	57.3	2.1510	84
3563		Air & gas compressors	2	2	60.4	4.4694	100
3621		Motors & generators	2	2	42.2	.9026	100
3634		Electric housewares & fans	1	1	51.0	1.9208	100
3643		Current-carrying wiring devices	9	3	34.5	1.7701	76
3662		Radio & TV communication equipment	3	2	91.9	.4709	98
3711		Motor vehicles & passenger-car bodies	3	2	1,285.9	1.6228	99
3714		Motor-vehicle parts & accessories	14	6	202.3	.6507	91
3724		Aircraft engines & engine parts	1	1	1,114.5	13.1573	100
3944		Games, toys, & children's vehicles	1	1	129.4	3.9009	100
Hancock		**All mfg.**	**44**	**14**	**590.0**	**.0394**	**65**
3633		Household laundry equipment	1	1	133.8	7.0049	100
3674		Semiconductors & related devices	1	1	65.4	1.3260	100
Hardin		**All mfg.**	**21**	**9**	**257.2**	**.0172**	**86**
3714		Motor-vehicle parts & accessories	2	1	83.4	.2682	95
Harrison		**All mfg.**	**8**	**1**	**29.3**	**.0020**	**60**
Henry		**All mfg.**	**28**	**8**	**371.6**	**.0248**	**85**
2032		Canned food specialties	1	1	235.9	7.9036	100
Highland		**All mfg.**	**24**	**13**	**267.1**	**.0179**	**92**
Hocking		**All mfg.**	**12**	**8**	**139.2**	**.0093**	**94**
Holmes		**All mfg.**	**34**	**10**	**137.8**	**.0092**	**56**
Huron		**All mfg.**	**61**	**25**	**625.7**	**.0418**	**80**
3069		Fabricated rubber products n.e.c.	4	1	40.6	.8005	86
Jackson		**All mfg.**	**23**	**9**	**135.5**	**.0091**	**80**
Jefferson	**267**	**All mfg.**	**39**	**18**	**1,072.2**	**.0717**	**95**
3312		Blast furnaces & steel mills	3	3	750.1	1.4890	100
Knox		**All mfg.**	**30**	**11**	**330.1**	**.0221**	**88**
Lake	**59**	**All mfg.**	**227**	**54**	**1,905.3**	**.1273**	**77**
2253		Knit-outerwear mills	1	1	28.0	1.2435	100
2869		Industrial organic chemicals n.e.c.	4	1	536.2	2.1206	97
3069		Fabricated rubber products n.e.c.	8	3	84.3	1.6620	90
3537		Industrial trucks & tractors	3	2	133.7	5.8919	99
3823		Industrial process-control instruments	3	2	117.6	5.7840	98
Lawrence	**115**	**All mfg.**	**24**	**11**	**242.0**	**.0162**	**82**
3322		Malleable-iron foundries	1	1	36.2	4.6746	100

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Licking	**186**	**All mfg.**	**70**	**28**	**785.5**	**.0525**	**86**
3296		Mineral wool	2	1	237.5	10.7837	96
3714		Motor-vehicle parts & accessories	3	2	179.2	.5764	99
Logan		**All mfg.**	**20**	**10**	**181.4**	**.0121**	**81**
Lorain	**156**	**All mfg.**	**170**	**65**	**5,341.8**	**.3570**	**95**
3312		Blast furnaces & steel mills	1	1	1,260.9	2.5029	100
3321		Gray-iron foundries	6	5	92.3	1.1516	97
3423		Hand & edge tools n.e.c.	2	2	58.1	2.3101	100
3451		Screw-machine products	8	4	43.2	2.1685	77
3621		Motors & generators	1	1	63.8	1.3646	100
3711		Motor vehicles & passenger-car bodies	2	2	2,407.4	3.0381	100
3713		Truck & bus bodies	1	1	111.0	3.2097	100
3714		Motor-vehicle parts & accessories	4	2	136.5	.4390	95
3731		Ship building & repairing	1	1	44.7	.6744	100
Lucas	**275**	**All mfg.**	**408**	**130**	**6,462.8**	**.4319**	**89**
2711		Newspapers	3	1	40.5	.3116	95
2911		Petroleum refining	3	3	1,663.2	1.5093	100
3211		Flat glass	2	1	154.3	8.0277	98
3229		Pressed & blown glass n.e.c.	2	2	96.6	3.6234	100
3361		Aluminum foundries	3	3	100.8	3.1351	100
3465		Automotive stampings	8	2	194.6	1.7676	87
3469		Metal stampings n.e.c.	14	4	51.1	.9750	62
3499		Fabricated metal products n.e.c.	10	3	53.1	1.4384	79
3544		Special dies, tools, jigs, & fixtures	26	5	31.0	1.1210	49
3563		Air & gas compressors	2	1	43.1	3.1893	93
3576		Scales & balances, except laboratory	1	1	141.0	25.6690	100
3694		Engine electrical equipment	2	1	128.4	3.2658	98
3711		Motor vehicles & passenger-car bodies	1	1	1,041.7	1.3146	100
3714		Motor-vehicle parts & accessories	8	6	516.1	1.6600	99
Madison	**64**	**All mfg.**	**18**	**6**	**132.2**	**.0088**	**71**
Mahoning	**300**	**All mfg.**	**212**	**62**	**2,747.4**	**.1836**	**88**
2522		Metal office furniture	2	1	73.8	4.3409	98
3312		Blast furnaces & steel mills	5	4	1,512.4	3.0021	100
3316		Cold-rolled steel sheet, strip, & bars	5	5	75.7	2.5587	100
3442		Metal doors, sash, & trim	6	4	73.2	2.7581	97
3549		Metalworking machinery n.e.c.	2	1	35.0	5.4688	94
3599		Machinery, except electrical, n.e.c.	9	2	67.3	.6554	73
3641		Electric lamps	2	2	68.7	3.8105	100
3743		Railroad equipment	1	1	111.5	2.1044	100
Marion		**All mfg.**	**57**	**21**	**1,025.8**	**.0686**	**91**
3531		Construction machinery	2	1	344.3	2.3168	99
3585		Refrigeration & heating equipment	1	1	166.6	1.1836	100
Medina	**59**	**All mfg.**	**103**	**30**	**528.8**	**.0353**	**62**
Meigs		**All mfg.**	**9**		**15.6**	**.0010**	**0**
Mercer		**All mfg.**	**25**	**8**	**345.3**	**.0231**	**84**
3523		Farm machinery & equipment	3	2	111.0	1.0822	98
3751		Motorcycles, bicycles, & parts	[illegible]	1	111.2	9.6788	100
Miami	**70**	**All mfg.**	**98**	**28**	**1,066.3**	**.0713**	**84**
3551		Food-products machinery	2	2	234.8	8.2129	100
3621		Motors & generators	1	1	47.8	1.0224	100
3623		Electric welding apparatus	1	1	125.8	8.6029	100
3728		Aircraft equipment n.e.c.	3	2	57.3	.9288	98
Monroe		**All mfg.**	**3**	**3**	**569.3**	**.0380**	**100**
3334		Primary aluminum	1	1	321.8	5.3105	100
Montgomery	**70**	**All mfg.**	**514**	**147**	**6,811.5**	**.4552**	**90**
2621		Paper mills, except building paper	4	4	133.0	.8784	100
2711		Newspapers	6	1	48.5	.3731	83
2721		Periodicals	2	2	306.9	5.0397	100
2761		Manifold business forms	4	2	59.6	2.4734	86
3011		Tires & inner tubes	1	1	167.7	1.5560	100
3079		Miscellaneous plastics products	16	6	59.2	.2792	75
3321		Gray-iron foundries	5	3	74.4	.9283	94
3465		Automotive stampings	2	2	140.3	1.2744	100
3494		Valves & pipe fittings	5	3	120.5	2.1458	94
3544		Special dies, tools, jigs, & fixtures	74	14	98.9	3.5765	48
3545		Machine-tool accessories	12	2	33.1	2.3509	76
3561		Pumps & pumping equipment	5	2	44.4	1.6667	87
3573		Electronic computing equipment	1	1	412.0	2.4139	100
3585		Refrigeration & heating equipment	3	3	894.4	6.3541	100
3599		Machinery, except electrical, n.e.c.	26	3	85.4	.8317	45
3631		Household cooking equipment	1	1	188.8	10.6396	100
3632		Household refrigerators & freezers	1	1	347.0	12.7752	100

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	1979 (S&MM Est.) % Of U.S. Shipments	1979 (S&MM Est.) % In Large Plants
3633		Household laundry equipment	1	1	86.9	4.5495	100
3679		Electronic components n.e.c.	10	4	27.7	.6054	78
3714		Motor-vehicle parts & accessories	6	6	1,795.4	5.7747	100
3728		Aircraft equipment n.e.c.	7	3	63.2	1.0244	86
3953		Marking devices	3	1	49.8	17.0606	96
Morgan		**All mfg.**	**6**	**3**	**126.3**	**.0084**	**93**
Morrow		**All mfg.**	**8**	**5**	**97.4**	**.0065**	**87**
Muskingum		**All mfg.**	**61**	**18**	**508.2**	**.0340**	**76**
3229		Pressed & blown glass n.e.c.	1	1	40.8	1.5304	100
3694		Engine electrical equipment	1	1	79.0	2.0094	100
Noble		**All mfg.**	**4**	**1**	**37.3**	**.0025**	**28**
Ottawa	**275**	**All mfg.**	**27**	**11**	**208.7**	**.0139**	**81**
Paulding		**All mfg.**	**11**	**5**	**85.2**	**.0057**	**83**
Perry		**All mfg.**	**14**	**7**	**75.6**	**.0051**	**84**
Pickaway	**64**	**All mfg.**	**17**	**9**	**400.3**	**.0268**	**92**
2821		Plastics materials & synthetic resins	2	2	160.9	1.3132	100
3641		Electric lamps	1	1	60.5	3.3557	100
Pike		**All mfg.**	**10**	**3**	**387.9**	**.0259**	**96**
2819		Industrial inorganic chemicals n.e.c.	1	1	334.4	3.6945	100
Portage	**2**	**All mfg.**	**108**	**25**	**477.4**	**.0319**	**59**
3079		Miscellaneous plastics products	17	6	99.3	.4683	70
Preble	**70**	**All mfg.**	**23**	**3**	**84.8**	**.0057**	**39**
Putnam	**151**	**All mfg.**	**17**	**7**	**159.6**	**.0107**	**86**
3672		Cathode-ray TV picture tubes	1	1	77.4	10.6363	100
Richland	**166**	**All mfg.**	**114**	**41**	**1,351.5**	**.0903**	**88**
3312		Blast furnaces & steel mills	2	2	227.0	.4506	100
3561		Pumps & pumping equipment	5	4	52.3	1.9633	94
3631		Household cooking equipment	2	2	94.4	5.3198	100
3633		Household laundry equipment	1	1	127.6	6.6803	100
3714		Motor-vehicle parts & accessories	3	2	246.4	.7925	99
3822		Environmental controls	2	2	77.8	4.7480	100
Ross		**All mfg.**	**24**	**6**	**469.4**	**.0314**	**90**
2621		Paper mills, except building paper	1	1	315.4	2.0831	100
Sandusky		**All mfg.**	**64**	**23**	**575.7**	**.0385**	**80**
3633		Household laundry equipment	1	1	167.2	8.7535	100
Scioto		**All mfg.**	**31**	**8**	**284.8**	**.0190**	**78**
3312		Blast furnaces & steel mills	1	1	163.9	.3253	100
Seneca		**All mfg.**	**52**	**25**	**795.5**	**.0532**	**81**
3321		Gray-iron foundries	2	2	73.7	.9196	100
3621		Motors & generators	1	1	39.9	.8534	100
3694		Engine electrical equipment	1	1	60.0	1.5261	100
3714		Motor-vehicle parts & accessories	1	1	71.9	.2313	100
Shelby		**All mfg.**	**48**	**17**	**568.6**	**.0380**	**88**
3469		Metal stampings n.e.c.	1	1	45.8	.8739	100
3585		Refrigeration & heating equipment	1	1	255.6	1.8159	100
Stark	**48**	**All mfg.**	**295**	**90**	**4,434.2**	**.2963**	**88**
2011		Meat-packing plants	3	2	474.8	1.2252	99
3069		Fabricated rubber products n.e.c.	6	4	71.7	1.4136	93
3079		Miscellaneous plastics products	14	3	57.9	.2731	67
3312		Blast furnaces & steel mills	3	3	1,373.2	2.7258	100
3316		Cold-rolled steel sheet, strip, & bars	3	3	99.0	3.3463	100
3317		Steel pipe & tubes	3	2	101.1	2.8445	96
3325		Steel foundries n.e.c.	3	3	102.5	4.0820	100
3399		Primary metal products n.e.c.	3	2	56.6	5.8141	98
3462		Iron & steel forgings	4	3	82.9	3.0062	96
3465		Automotive stampings	1	1	195.1	1.7721	100
3536		Hoists, industrial cranes, & monorails	2	2	51.6	5.2126	100
3562		Ball & roller bearings	3	2	258.7	13.3661	99
3635		Household vacuum cleaners	1	1	149.3	22.1645	100
Summit	**2**	**All mfg.**	**431**	**122**	**5,612.5**	**.3751**	**87**
2026		Fluid milk	3	2	141.9	1.0059	94
2812		Alkalies & chlorine	2	1	121.2	5.5013	97
2822		Synthetic rubber	5	5	396.3	18.4661	100
3011		Tires & inner tubes	8	7	1,431.3	13.2803	100
3069		Fabricated rubber products n.e.c.	26	8	91.7	1.8079	59
3079		Miscellaneous plastics products	25	6	85.3	.4023	48
3443		Fabricated plate work (boiler shops)	5	1	483.1	5.7956	99
3444		Sheet-metal work	9	2	59.1	1.0944	74
3465		Automotive stampings	5	3	559.2	5.0793	98
3531		Construction machinery	2	1	214.6	1.4441	99
3544		Special dies, tools, jigs, & fixtures	36	9	72.4	2.6182	70
3559		Special-industry machinery n.e.c.	17	6	168.4	2.4885	79
3592		Carburetors, pistons, rings, & valves	1	1	145.0	6.6968	100
3599		Machinery, except electrical, n.e.c.	27	3	95.4	.9291	50
3728		Aircraft equipment n.e.c.	5	2	172.3	2.7928	97
Trumbull	**300**	**All mfg.**	**156**	**59**	**5,395.7**	**.3606**	**96**
3295		Ground or treated minerals & earths	2	1	87.5	7.1592	99
3312		Blast furnaces & steel mills	3	3	1,324.0	2.6282	100
3316		Cold-rolled steel sheet, strip, & bars	2	2	85.6	2.8934	100
3317		Steel pipe & tubes	2	2	75.5	2.1242	100
3356		Nonferrous rolling & drawing n.e.c.	1	1	125.3	4.8418	100
3465		Automotive stampings	2	2	398.1	3.6160	100
3641		Electric lamps	2	2	74.3	4.1211	100
3694		Engine electrical equipment	2	1	528.2	13.4347	100
3711		Motor vehicles & passenger-car bodies	1	1	1,157.4	1.4606	100
3714		Motor-vehicle parts & accessories	2	2	511.2	1.6442	100
3743		Railroad equipment	2	2	162.9	3.0745	100
Tuscarawas		**All mfg.**	**92**	**24**	**554.0**	**.0370**	**69**
Union		**All mfg.**	**17**	**9**	**348.6**	**.0233**	**95**
2874		Phosphatic fertilizers	1	1	207.4	6.7751	100
Van Wert	**151**	**All mfg.**	**22**	**9**	**260.8**	**.0174**	**85**
Vinton		**All mfg.**	**7**	**1**	**28.2**	**.0019**	**59**
Warren	**57**	**All mfg.**	**45**	**14**	**234.3**	**.0157**	**72**
Washington	**205**	**All mfg.**	**35**	**15**	**517.8**	**.0346**	**90**
3312		Blast furnaces & steel mills	1	1	138.7	.2753	100
Wayne		**All mfg.**	**90**	**34**	**768.9**	**.0514**	**82**
3079		Miscellaneous plastics products	2	1	79.2	.3735	98
3713		Truck & bus bodies	3	3	46.3	1.3388	100
Williams		**All mfg.**	**53**	**28**	**472.9**	**.0316**	**86**
3546		Power-driven hand tools	1	1	34.0	4.0934	100
3714		Motor-vehicle parts & accessories	6	5	74.9	.2409	93
Wood	**275**	**All mfg.**	**63**	**26**	**736.3**	**.0492**	**87**
3211		Flat glass	1	1	171.6	8.9277	100
3714		Motor-vehicle parts & accessories	3	2	247.9	.7973	99
Wyandot		**All mfg.**	**25**	**11**	**181.3**	**.0121**	**83**
3079		Miscellaneous plastics products	8	6	65.6	.3094	95
State Total		**All mfg.**	**9,074**	**2,843**	**109,002.7**	**7.2846**	**86**

OKLAHOMA

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	1979 (S&MM Est.) % Of U.S. Shipments	1979 (S&MM Est.) % In Large Plants
Adair		**All mfg.**	**8**	**1**	**46.2**	**.0031**	**56**
Alfalfa		**All mfg.**	**1**		**1.3**	**.0001**	**0**
Atoka		**All mfg.**	**6**	**1**	**13.3**	**.0009**	**26**
Beaver		**All mfg.**	**1**		**1.9**	**.0001**	**0**
Beckham		**All mfg.**	**5**	**1**	**18.7**	**.0012**	**21**
Blaine		**All mfg**	**4**	**2**	**43.9**	**.0029**	**75**
Bryan		**All mfg.**	**19**	**3**	**116.9**	**.0078**	**40**
Caddo		**All mfg.**	**7**	**4**	**206.3**	**.0138**	**93**
Canadian	**198**	**All mfg.**	**11**		**39.6**	**.0026**	**0**
Carter		**All mfg.**	**23**	**6**	**493.2**	**.0330**	**90**
3011		Tires & inner tubes	1	1	116.8	1.0837	100
Cherokee		**All mfg.**	**3**	**1**	**6.4**	**.0004**	**63**
Choctaw		**All mfg.**	**5**	**1**	**21.0**	**.0014**	**40**
Cimarron		**All mfg.**	**2**		**7.5**	**.0005**	**0**
Cleveland	**198**	**All mfg.**	**28**	**4**	**154.1**	**.0103**	**64**
Coal		**All mfg.**	**2**	**1**	**8.6**	**.0006**	**85**
Comanche	**148**	**All mfg.**	**30**	**5**	**109.1**	**.0073**	**39**
Cotton		**All mfg.**	**1**	**1**	**4.8**	**.0003**	**100**
Craig		**All mfg.**	**4**	**1**	**11.4**	**.0008**	**43**
Creek	**279**	**All mfg.**	**28**	**8**	**210.4**	**.0141**	**68**
Custer		**All mfg.**	**12**	**3**	**87.7**	**.0059**	**73**
Delaware		**All mfg.**	**4**	**1**	**15.7**	**.0010**	**27**
Ellis		**All mfg.**	**1**		**2.0**	**.0001**	**0**
Garfield	**82**	**All mfg.**	**22**	**8**	**1,028.2**	**.0687**	**88**
Garvin		**All mfg.**	**12**	**3**	**293.3**	**.0196**	**95**
Grady		**All mfg.**	**27**	**8**	**208.0**	**.0139**	**66**
Grant		**All mfg.**	**1**		**6.0**	**.0004**	**0**
Greer		**All mfg.**	**3**		**3.0**	**.0002**	**0**
Harmon		**All mfg.**	**2**		**7.3**	**.0005**	**0**
Haskell		**All mfg.**	**2**		**5.3**	**.0004**	**0**
Hughes		**All mfg.**	**3**	**2**	**15.9**	**.0011**	**77**
Jackson		**All mfg.**	**7**	**2**	**41.7**	**.0028**	**62**
Jefferson		**All mfg.**	**4**		**8.7**	**.0006**	**0**
Johnston		**All mfg.**	**2**		**4.6**	**.0003**	**0**

County SIC	Metro Area	Industry	1979 (S&MM Est.) Number Of Plants Total Plants	Large Plants	Total Shipments ($Mil)	% Of U.S. Shipments	% In Large Plants
OKLAHOMA (cont.)							
Kay		**All mfg.**	**34**	**7**	**3,929.1**	**.2626**	**98**
2911		Petroleum refining	1	1	3,784.7	3.4345	100
Kingfisher		**All mfg.**	**1**		**2.7**	**.0002**	**0**
Kiowa		**All mfg.**	**5**		**14.7**	**.0010**	**0**
Le Flore	**94**	**All mfg.**	**12**	**4**	**40.1**	**.0027**	**64**
Lincoln		**All mfg.**	**8**	**4**	**261.7**	**.0175**	**98**
Logan		**All mfg.**	**7**	**4**	**58.1**	**.0039**	**96**
Love		**All mfg.**	**2**	**2**	**18.2**	**.0012**	**100**
McClain	**198**	**All mfg.**	**3**	**1**	**9.4**	**.0006**	**78**
McCurtain		**All mfg.**	**17**	**6**	**192.7**	**.0129**	**85**
2421		General sawmills & planing mills	5	1	75.2	.7827	83
McIntosh		**All mfg.**	**4**	**1**	**19.9**	**.0013**	**19**
Major		**All mfg.**	**3**	**1**	**16.8**	**.0011**	**74**
Marshall		**All mfg.**	**6**	**2**	**18.5**	**.0012**	**68**
Mayes	**279**	**All mfg.**	**25**	**7**	**204.8**	**.0137**	**32**
Murray		**All mfg.**	**3**		**8.6**	**.0006**	**0**
Muskogee		**All mfg.**	**37**	**12**	**331.4**	**.0221**	**78**
Noble		**All mfg.**	**3**	**1**	**85.3**	**.0057**	**75**
Nowata		**All mfg.**	**3**	**1**	**13.0**	**.0009**	**78**
Okfuskee		**All mfg.**	**5**	**2**	**14.4**	**.0010**	**63**

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments, lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	1979 (S&MM Est.) Number Of Plants Total Plants	Large Plants	Total Shipments ($Mil)	% Of U.S. Shipments	% In Large Plants
Oklahoma	**198**	**All mfg.**	**349**	**75**	**2,627.0**	**.1756**	**72**
2013		Sausages & other prepared meats	5	2	174.4	2.0637	90
2711		Newspapers	6	2	57.9	.4454	86
3011		Tires & inner tubes	2	1	169.5	1.5727	99
3441		Fabricated structural metal	7	3	46.7	.7578	83
3442		Metal doors, sash, & trim	10	2	36.4	1.3715	73
3533		Oil-field machinery	17	2	81.0	1.7725	43
3573		Electronic computing equipment	1	1	123.6	.7242	100
3661		Telephone & telegraph apparatus	1	1	256.3	2.9530	100
3714		Motor-vehicle parts & accessories	10	3	148.3	.4770	83
3721		Aircraft	1	1	126.9	.7028	100
Okmulgee		**All mfg.**	**16**	**3**	**216.9**	**.0145**	**80**
Osage	**279**	**All mfg.**	**5**	**5**	**191.8**	**.0128**	**106**
Ottawa		**All mfg.**	**24**	**5**	**287.2**	**.0192**	**84**
3011		Tires & inner tubes	1	1	186.4	1.7295	100
Pawnee		**All mfg.**	**1**	**1**	**2.8**	**.0002**	**100**
Payne		**All mfg.**	**18**	**6**	**262.9**	**.0176**	**83**
Pittsburg		**All mfg.**	**21**	**9**	**202.3**	**.0135**	**62**
3489		Ordnance & accessories n.e.c.	1	1	40.5	4.8666	100
Pontotoc		**All mfg.**	**20**	**6**	**119.5**	**.0080**	**65**
Pottawatomie	**198**	**All mfg.**	**27**	**7**	**150.8**	**.0101**	**68**
Pushmataha		**All mfg.**	**1**		**1.3**	**.0001**	**0**
Rogers	**279**	**All mfg.**	**14**	**3**	**64.9**	**.0043**	**65**
Seminole		**All mfg.**	**17**	**5**	**71.4**	**.0048**	**57**
Sequoyah	**94**	**All mfg.**	**8**	**1**	**37.0**	**.0025**	**48**
Stephens		**All mfg.**	**18**	**4**	**612.1**	**.0409**	**88**
3533		Oil-field machinery	2	1	183.4	4.0134	99
Texas		**All mfg.**	**6**	**2**	**163.1**	**.0109**	**26**
Tillman		**All mfg.**	**8**	**3**	**34.5**	**.0023**	**82**
Tulsa	**279**	**All mfg.**	**426**	**112**	**4,311.2**	**.2881**	**82**
2911		Petroleum refining	3	2	1,298.5	1.1784	97

You just sold the boss on an incentive program to increase sales. All it involves is branded men's and women's apparel, award certificates and order forms, and prompt drop shipping.

All you need is somebody to plan and handle the whole program.

Aren't you glad Palm Beach is handling your incentive program?

Branded Label Apparel for Men and Women for Premium, Incentive and Award Programs.

Palm Beach

SPECIAL MARKETS, Department SM5
1290 Avenue of the Americas • New York, NY 10019
(212) 581-7520

For further information circle No. 125 on Reader Service Card

For more data

Information for S&MM's *Survey of Industrial Purchasing Power* is developed by Economic Information Systems from its data base of all types of industrial establishments with 20 or more employees. The *Survey* taps just a small portion of EIS's files. For example, the company can provide data for industry classifications down to the 7-digit SIC level. For more information, contact EIS at 310 Madison Ave., New York, NY 10017; 212-697-6080.

					1979 (S&MM Est.)		
			Number Of Plants				
County SIC	Metro Area	Industry	Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
3079		Miscellaneous plastics products	15	3	60.4	.2849	55
3211		Flat glass	2	2	90.7	4.7188	100
3441		Fabricated structural metal	15	4	64.8	1.0516	68
3443		Fabricated plate work (boiler shops)	26	12	210.6	2.5265	78
3479		Metal coating & allied services n.e.c.	4	2	58.6	3.2805	96
3531		Construction machinery	10	6	397.5	2.6748	96
3533		Oil-field machinery	24	10	294.3	6.4402	86
3561		Pumps & pumping equipment	6	3	54.3	2.0384	89
3721		Aircraft	2	1	183.5	1.0163	99
3728		Aircraft equipment n.e.c.	3	1	69.6	1.1281	95
Wagoner	**279**	**All mfg.**	**2**	**2**	**30.5**	**.0020**	**100**
Washington		**All mfg.**	**18**	**6**	**146.2**	**.0098**	**82**
Washita		**All mfg.**	**3**	**2**	**13.4**	**.0009**	**91**
Woods		**All mfg.**	**1**		**1.2**	**.0001**	**0**
Woodward		**All mfg.**	**6**	**3**	**51.8**	**.0035**	**89**
State Total		**All mfg.**	**1,477**	**382**	**18,081.2**	**1.2084**	**82**
OREGON							
Baker		**All mfg.**	**6**	**4**	**54.5**	**.0036**	**90**
Benton		**All mfg.**	**43**	**8**	**216.2**	**.0144**	**55**
Clackamas	**218**	**All mfg.**	**104**	**27**	**643.4**	**.0430**	**72**
2421		General sawmills & planing mills	14	5	64.5	.6713	75
2621		Paper mills, except building paper	2	2	150.3	.9927	100
3425		Hand saws & saw blades	3	1	56.7	13.8225	90
Clatsop		**All mfg.**	**22**	**5**	**188.1**	**.0126**	**65**
Columbia		**All mfg.**	**26**	**8**	**295.6**	**.0198**	**79**
2621		Paper mills, except building paper	2	2	134.0	.8850	100
Coos		**All mfg.**	**53**	**16**	**461.5**	**.0308**	**72**
2421		General sawmills & planing mills	11	7	80.5	.8379	88
2436		Softwood veneer & plywood	9	4	165.4	4.7399	88
2492		Particleboard	1	1	40.2	8.3161	100
Crook		**All mfg.**	**9**	**5**	**52.9**	**.0035**	**77**
Curry		**All mfg.**	**10**	**5**	**144.0**	**.0096**	**81**
2436		Softwood veneer & plywood	6	3	98.4	2.8199	87
Deschutes		**All mfg.**	**31**	**9**	**153.5**	**.0103**	**64**
Douglas		**All mfg.**	**65**	**25**	**920.0**	**.0615**	**80**
2421		General sawmills & planing mills	13	4	63.3	.6589	50
2436		Softwood veneer & plywood	17	12	528.4	15.1426	96
Grant		**All mfg.**	**5**	**1**	**19.4**	**.0013**	**44**
Harney		**All mfg.**	**1**	**1**	**45.2**	**.0030**	**100**
Hood River		**All mfg.**	**14**	**6**	**73.7**	**.0049**	**73**
Jackson		**All mfg.**	**77**	**21**	**538.9**	**.0360**	**66**
2421		General sawmills & planing mills	14	4	79.5	.8275	61
2436		Softwood veneer & plywood	13	9	242.5	6.9494	93
Jefferson		**All mfg.**	**7**	**2**	**64.3**	**.0043**	**67**
Josephine		**All mfg.**	**25**	**9**	**145.7**	**.0097**	**67**
Klamath		**All mfg.**	**36**	**8**	**293.3**	**.0196**	**56**
2421		General sawmills & planing mills	8	4	62.0	.6453	81
2499		Wood products n.e.c.	1	1	77.4	3.0656	100
Lake		**All mfg.**	**6**	**2**	**30.6**	**.0020**	**42**
Lane	**84**	**All mfg.**	**169**	**50**	**1,441.6**	**.0963**	**72**
2421		General sawmills & planing mills	28	12	264.1	2.7489	85
2436		Softwood veneer & plywood	23	13	354.1	10.1476	85
2631		Paperboard mills	1	1	240.2	2.9662	100
Lincoln		**All mfg.**	**18**	**3**	**196.2**	**.0131**	**71**
2631		Paperboard mills	1	1	124.1	1.5325	100
Linn		**All mfg.**	**75**	**32**	**951.0**	**.0636**	**82**
2436		Softwood veneer & plywood	10	10	233.0	6.6772	100
3339		Primary nonferrous metals n.e.c.	2	2	234.6	18.2072	100
Malheur		**All mfg.**	**8**	**2**	**81.6**	**.0055**	**83**
2037		Frozen fruits & vegetables	1	1	45.5	1.4782	100

Moving?

Don't Forget A Label When You Write!

ATTACH LABEL HERE

To insure fast service, please include your most recent mailing label, and give new address information in the space provided below. (Please allow four weeks for the change to take effect.)

Name

Title

Firm

☐ Branch Office
☐ Headquarters
Type of Business
☐ Other

☐ Business or
☐ Home Address

City

State

Zip

Mail to Subscription Manager
Sales & Marketing Management
633 Third Ave., New York, N.Y. 10017

Salespeople respond to these proven motivational films.

Call (301) 948-0540

Show your salespeople one or all of these proven motivational films, then stand back! Featuring all-time great motivators like Jerry Kramer, none runs longer than 30 minutes. Perfect for your next sales meeting. Call us today for the reasonable rates and availabilities.

TITLES:

CD – Formula for Success in Selling
F. Lee Bailey, Dr. Michael DeBakey and William Lear inspire your people as they share the formula for increased sales. (30 min.)

The Habit of Winning
Spiced with football footage. Teaches the Lombardi philosophy of "the will to win." With Jerry Kramer. (28 min.)

Are You Earning the right to Ask Them to Buy?
Discuss the problem of the "good explainer but poor closer." Features Bill Gove. (28 min.)

You, Yourself, Inc.
How to trigger that unused ability. Features Joe Powell. (24 min.)

BNA Communications Inc. Dept. FILM 040 SMM
9401 Decoverly Hall Road
Rockville, Md. 20850
(301) 948-0540

Send me complete info and rates on the four sales motivation films

Name

Organization

Street Address

City/State/Zip

a subsidiary of The Bureau of National Affairs, Inc.

Circle No. 118 on Reader Service Card

1979 (S&MM Est.)

OREGON (cont.)

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Marion	**241**	**All mfg.**	**110**	**28**	**635.4**	**.0425**	**65**
2033		Canned fruits & vegetables	11	8	104.9	1.5384	91
2037		Frozen fruits & vegetables	8	4	105.0	3.4113	90
Morrow		**All mfg.**	**1**	**1**	**-10.7**	**.0007**	**100**
Multnomah	**218**	**All mfg.**	**523**	**133**	**4,132.3**	**.2762**	**75**
2253		Knit-outerwear mills	4	1	41.6	1.8475	91
2339		Women's & misses' outerwear n.e.c.	2	2	47.9	1.6412	100
2431		Millwork	9	3	51.8	1.2459	72
2711		Newspapers	4	1	48.1	.3700	89
3325		Steel foundries n.e.c.	6	3	89.2	3.5524	90
3537		Industrial trucks & tractors	3	3	86.5	3.8119	100
3553		Woodworking machinery	17	3	129.8	7.9872	41
3711		Motor vehicles & passenger-car bodies	1	1	578.7	.7303	100
3731		Ship building & repairing	5	4	66.4	1.0018	97
3743		Railroad equipment	2	1	106.2	2.0044	97
Polk	**241**	**All mfg.**	**18**	**8**	**156.2**	**.0104**	**83**
Tillamook		**All mfg.**	**9**	**4**	**129.7**	**.0087**	**89**
Umatilla		**All mfg.**	**28**	**12**	**235.5**	**.0157**	**77**
2037		Frozen fruits & vegetables	5	2	50.4	1.6374	86
Union		**All mfg.**	**16**	**6**	**116.5**	**.0078**	**68**
Wallowa		**All mfg.**	**6**		**25.7**	**.0017**	**0**
Wasco		**All mfg.**	**11**	**4**	**167.5**	**.0112**	**76**
Washington	**218**	**All mfg.**	**96**	**30**	**815.2**	**.0545**	**80**
3573		Electronic computing equipment	2	2	86.5	.5068	100
3825		Electricity-measuring instruments	2	1	267.2	9.1714	99
Wheeler		**All mfg.**	**2**	**1**	**22.6**	**.0015**	**60**
Yamhill		**All mfg.**	**48**	**10**	**324.3**	**.0217**	**54**
State Total		**All mfg.**	**1,678**	**486**	**13,782.8**	**.9211**	**73**

PENNSYLVANIA

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Adams	**299**	**All mfg.**	**50**	**19**	**277.5**	**.0185**	**76**
2033		Canned fruits & vegetables	4	3	89.1	1.3067	98
3149		Nonrubber footwear n.e.c.	3	1	14.0	1.8832	91
Allegheny	**214**	**All mfg.**	**777**	**217**	**11,604.9**	**.7755**	**88**
2026		Fluid milk	8	5	150.5	1.0668	86
2032		Canned food specialties	1	1	280.1	9.3845	100
2051		Bread, cake, & related products	36	8	134.1	1.3696	64
2711		Newspapers	12	4	116.8	.8985	89
2752		Lithographic commercial printing	28	3	93.5	1.1702	44
2851		Paints & allied products	8	3	110.6	1.4428	74
3079		Miscellaneous plastics products	16	5	88.7	.4183	73
3221		Glass containers	1	1	53.3	1.4906	100
3231		Products of purchased glass	4	3	136.4	6.0149	98
3312		Blast furnaces & steel mills	16	13	4,721.6	9.3725	100
3316		Cold-rolled steel sheet, strip, & bars	6	4	118.4	4.0020	94
3325		Steel foundries n.e.c.	8	6	105.5	4.2015	95
3441		Fabricated structural metal	19	7	142.6	2.3141	87
3444		Sheet-metal work	10	2	72.3	1.3388	83
3462		Iron & steel forgings	10	7	124.3	4.5075	95
3494		Valves & pipe fittings	9	4	62.9	1.1201	84
3498		Fabricated pipe & fittings	3	2	101.7	5.0977	93
3531		Construction machinery	5	4	136.4	.9179	93
3545		Machine-tool accessories	7	3	35.1	2.4929	87
3547		Rolling-mill machinery	6	4	103.4	29.2008	97
3559		Special-industry machinery n.e.c.	10	4	116.1	1.7156	91
3567		Industrial-process furnaces & ovens	8	5	39.1	7.6908	91
3599		Machinery, except electrical, n.e.c.	15	1	86.2	.8395	64
3612		Transformers	1	1	100.2	3.7798	100
3621		Motors & generators	6	4	96.3	2.0598	95
3622		Industrial controls	5	1	60.1	1.9843	88
3634		Electric housewares & fans	2	1	73.6	2.7720	94
3662		Radio & TV communication equipment	2	2	133.0	.6815	100
3711		Motor vehicles & passenger-car bodies	1	1	509.3	.6427	100
3731		Ship building & repairing	2	2	230.3	3.4744	100
3743		Railroad equipment	2	1	227.5	4.2937	98
Armstrong		**All mfg.**	**44**	**14**	**511.7**	**.0342**	**85**
3211		Flat glass	1	1	82.4	4.2870	100
3316		Cold-rolled steel sheet, strip, & bars	1	1	148.7	5.0262	100
Beaver	**214**	**All mfg.**	**85**	**37**	**3,019.7**	**.2018**	**97**
2821		Plastics materials & synthetic resins	1	1	120.8	.9859	100
3312		Blast furnaces & steel mills	4	4	1,615.9	3.2076	100
3316		Cold-rolled steel sheet, strip, & bars	6	5	75.4	2.5486	95
3317		Steel pipe & tubes	3	3	463.4	13.0381	100
3441		Fabricated structural metal	4	2	125.0	2.0285	97
3613		Switchgear & switchboard apparatus	1	1	161.5	3.7166	100
Bedford		**All mfg.**	**19**	**6**	**109.2**	**.0073**	**73**
Berks	**227**	**All mfg.**	**338**	**131**	**3,442.0**	**.2300**	**84**
2065		Confectionery products	10	5	138.8	3.3644	91
2252		Hosiery n.e.c.	7	4	32.2	3.4490	87
2253		Knit-outerwear mills	7	4	30.7	1.3634	83
2254		Knit-underwear mills	15	10	61.7	8.8510	89
2341		Women's & children's underwear	8	3	25.5	1.4075	82
3312		Blast furnaces & steel mills	1	1	617.9	1.2265	100
3321		Gray-iron foundries	8	7	79.7	.9944	96
3547		Rolling-mill machinery	2	2	40.6	11.4657	100
3552		Textile machinery	3	1	53.3	3.5054	93
3631		Household cooking equipment	1	1	53.5	3.0149	100
3674		Semiconductors & related devices	1	1	140.6	2.8508	100
3691		Storage batteries	5	4	155.8	7.2351	98
3714		Motor-vehicle parts & accessories	1	1	140.2	.4509	100
3851		Ophthalmic goods	4	2	24.7	3.0863	92
Blair	**8**	**All mfg.**	**84**	**34**	**863.8**	**.0577**	**81**
2253		Knit-outerwear mills	2	2	40.7	1.8075	100
Bradford		**All mfg.**	**30**	**14**	**424.0**	**.0283**	**92**
3356		Nonferrous rolling & drawing n.e.c.	1	1	159.5	6.1633	100
3546		Power-driven hand tools	1	1	30.9	3.7202	100
Bucks	**211**	**All mfg.**	**384**	**114**	**3,628.1**	**.2425**	**80**
2641		Paper coating & glazing	4	3	96.3	2.4918	92
2821		Plastics materials & synthetic resins	3	1	142.5	1.1631	93
3312		Blast furnaces & steel mills	1	1	1,071.7	2.1273	100
3559		Special-industry machinery n.e.c.	8	4	99.5	1.4703	92
3613		Switchgear & switchboard apparatus	1	1	53.8	1.2381	100
3823		Industrial process-control instruments	3	2	224.3	11.0319	99
Butler		**All mfg.**	**92**	**29**	**1,795.9**	**.1200**	**89**
3312		Blast furnaces & steel mills	1	1	504.3	1.0010	100
3743		Railroad equipment	1	1	257.1	4.8524	100
Cambria	**127**	**All mfg.**	**75**	**26**	**1,745.8**	**.1167**	**94**
3312		Blast furnaces & steel mills	1	1	1,134.7	2.2524	100
3325		Steel foundries n.e.c.	1	1	59.1	2.3536	100
3743		Railroad equipment	1	1	145.7	2.7499	100
Cameron		**All mfg.**	**8**	**4**	**120.6**	**.0081**	**94**
Carbon	**7**	**All mfg.**	**57**	**14**	**411.4**	**.0275**	**73**
2331		Women's & misses' blouses	14	4	73.0	3.2427	67
3333		Primary zinc	1	1	141.5	22.4924	100
Centre		**All mfg.**	**45**	**24**	**560.0**	**.0374**	**91**
3351		Copper rolling & drawing	1	1	203.1	3.8053	100
Chester	**211**	**All mfg.**	**287**	**86**	**3,330.4**	**.2226**	**79**
2033		Canned fruits & vegetables	19	7	164.2	2.4081	78
2037		Frozen fruits & vegetables	1	1	68.4	2.2222	100
2819		Industrial inorganic chemicals n.e.c.	2	1	149.4	1.6506	94
2834		Pharmaceutical preparations	3	3	425.5	3.3239	100
3079		Miscellaneous plastics products	10	5	66.1	.3118	85
3312		Blast furnaces & steel mills	7	5	644.0	1.2784	98
3573		Electronic computing equipment	2	2	205.7	1.2052	100
3811		Engineering & scientific instruments	5	3	41.4	1.8169	96
Clarion		**All mfg.**	**20**	**6**	**124.8**	**.0083**	**73**
3221		Glass containers	2	2	65.6	1.8346	100
Clearfield		**All mfg.**	**47**	**16**	**339.7**	**.0227**	**74**
Clinton		**All mfg.**	**22**	**10**	**679.2**	**.0454**	**92**
2621		Paper mills, except building paper	1	1	220.8	1.4583	100
3721		Aircraft	2	2	248.2	1.3747	100

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area Industry	1979 (S&MM Est.)				
		Number Of Plants				
		Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Columbia	**All mfg.**	**69**	**25**	**619.1**	**.0414**	**83**
2099	Food preparations n.e.c.	1	1	104.3	1.5263	100
3743	Railroad equipment	1	1	85.7	1.6175	100
Crawford	**All mfg.**	**62**	**22**	**622.7**	**.0416**	**80**
3312	Blast furnaces & steel mills	1	1	138.7	.2753	100
3964	Needles, pins, & fasteners	1	1	72.2	8.8643	100
Cumberland	**110 All mfg.**	**81**	**37**	**903.6**	**.0604**	**83**
2272	Tufted carpets & rugs	1	1	107.6	2.3593	100
3011	Tires & inner tubes	1	1	111.8	1.0373	100
3442	Metal doors, sash, & trim	2	1	30.5	1.1492	97
3679	Electronic components n.e.c.	8	5	53.6	1.1714	97
Dauphin	**110 All mfg.**	**112**	**43**	**1,921.0**	**.1284**	**91**
2051	Bread, cake, & related products	6	2	48.3	.4933	85
2066	Chocolate & cocoa products	1	1	546.0	39.3996	100
3149	Nonrubber footwear n.e.c.	5	4	17.1	2.3002	95
3312	Blast furnaces & steel mills	2	2	529.5	1.0511	100
Delaware	**211 All mfg.**	**251**	**87**	**5,700.9**	**.3810**	**93**
2621	Paper mills, except building paper	1	1	252.3	1.6663	100
2721	Periodicals	1	1	108.6	1.7834	100
2911	Petroleum refining	2	2	2,677.8	2.4300	100
3443	Fabricated plate work (boiler shops)	2	2	98.8	1.1853	100
3511	Turbines & turbine-generator set units	1	1	410.5	13.2831	100
3629	Electrical industrial apparatus n.e.c.	4	2	57.4	7.0266	96
3721	Aircraft	1	1	272.0	1.5065	100
3731	Ship building & repairing	1	1	196.0	2.9570	100
3743	Railroad equipment	1	1	128.6	2.4271	100
3911	Precious-metal jewelry	2	1	156.9	6.3778	98
Elk	**All mfg.**	**36**	**17**	**480.1**	**.0321**	**90**
3624	Carbon & graphite products	6	6	232.7	26.2849	100
Erie	**83 All mfg.**	**246**	**89**	**2,508.8**	**.1677**	**86**
2621	Paper mills, except building paper	1	1	210.2	1.3883	100
3069	Fabricated rubber products n.e.c.	4	1	53.1	1.0469	87
3079	Miscellaneous plastics products	26	10	142.0	.6697	72
3321	Gray-iron foundries	6	4	65.0	.8110	91
3443	Fabricated plate work (boiler shops)	3	2	61.6	.7390	96
3494	Valves & pipe fittings	9	5	77.5	1.3801	90
3621	Motors & generators	3	1	64.9	1.3881	93
3679	Electronic components n.e.c.	5	4	38.7	.8458	99
3743	Railroad equipment	1	1	478.2	9.0254	100
3842	Surgical appliances & supplies	2	1	112.7	3.4864	99
Fayette	**All mfg.**	**75**	**26**	**476.7**	**.0319**	**79**
3221	Glass containers	1	1	60.8	1.7004	100
Forest	**All mfg.**	**6**	**2**	**30.6**	**.0020**	**73**
Franklin	**All mfg.**	**60**	**25**	**822.3**	**.0550**	**88**
2311	Men's & boys' suits & coats	1	1	50.7	1.7661	100
3531	Construction machinery	1	1	338.2	2.2758	100
3541	Metal-cutting machine tools	2	2	31.4	1.7377	100
Fulton	**All mfg.**	**2**	**1**	**22.4**	**.0015**	**87**
Greene	**All mfg.**	**10**	**1**	**26.8**	**.0018**	**22**
Huntingdon	**All mfg.**	**18**	**9**	**141.6**	**.0095**	**88**
Indiana	**All mfg.**	**30**	**11**	**280.7**	**.0188**	**84**
3442	Metal doors, sash, & trim	1	1	29.7	1.1191	100
3535	Conveyors & conveying equipment	2	1	64.4	2.8455	93
Jefferson	**All mfg.**	**33**	**9**	**186.5**	**.0125**	**75**
Juniata	**All mfg.**	**12**	**5**	**49.6**	**.0033**	**75**
Lackawanna	**196 All mfg.**	**250**	**86**	**1,691.3**	**.1130**	**77**
2282	Throwing & winding mills, except wool	6	5	127.7	6.5659	93
2327	Men's & boys' separate trousers	10	9	46.9	2.0767	97
2335	Women's & misses' dresses	47	4	103.5	2.1268	21
2732	Book printing	2	1	91.9	6.6832	98
3672	Cathode-ray TV picture tubes	1	1	62.0	8.5200	100
Lancaster	**142 All mfg.**	**358**	**130**	**3,282.8**	**.2194**	**83**
2017	Poultry & egg processing	1	1	33.8	2.8810	100
2026	Fluid milk	5	1	141.9	1.0059	80
2341	Women's & children's underwear	16	11	58.7	3.2401	91
2834	Pharmaceutical preparations	2	2	100.0	.7812	100
3149	Nonrubber footwear n.e.c.	11	6	19.4	2.6096	78
3322	Malleable-iron foundries	4	3	50.5	6.5212	98
3523	Farm machinery & equipment	4	3	144.1	1.4049	97
3672	Cathode-ray TV picture tubes	1	1	100.7	13.8381	100
3873	Watches, clocks, & watchcases	4	4	82.2	6.0611	100
3996	Hard-surface floor coverings n.e.c.	2	1	255.9	37.0012	99
Lawrence	**All mfg.**	**68**	**24**	**610.6**	**.0408**	**80**
3317	Steel pipe & tubes	1	1	84.5	2.3775	100
Lebanon	**All mfg.**	**109**	**43**	**761.4**	**.0509**	**80**
3149	Nonrubber footwear n.e.c.	5	5	13.7	1.8429	100
3325	Steel foundries n.e.c.	2	2	63.9	2.5448	100
3452	Bolts, nuts, rivets, & washers	1	1	83.6	2.2335	100
Lehigh	**7 All mfg.**	**246**	**86**	**4,161.6**	**.2781**	**92**
2311	Men's & boys' suits & coats	5	3	37.8	1.3167	95
2321	Men's & boys' shirts & nightwear	8	3	26.2	.7757	73
2335	Women's & misses' dresses	11	5	41.5	.8528	65
2339	Women's & misses' outerwear n.e.c.	14	7	52.4	1.7954	76
3321	Gray-iron foundries	4	3	84.6	1.0556	97
3535	Conveyors & conveying equipment	1	1	92.6	4.0916	100
3585	Refrigeration & heating equipment	1	1	299.9	2.1306	100
3634	Electric housewares & fans	1	1	71.4	2.6892	100
3671	Receiving-type electron tubes	1	1	576.2	34.4329	100
3711	Motor vehicles & passenger-car bodies	1	1	1,320.2	1.6661	100
Luzerne	**196 All mfg.**	**439**	**137**	**2,164.1**	**.1446**	**66**
2067	Chewing gum	1	1	72.2	12.0958	100
2121	Cigars	6	4	40.9	13.4672	94
2335	Women's & misses' dresses	112	19	283.2	5.8194	39
2339	Women's & misses' outerwear n.e.c.	15	3	33.5	1.1478	46
3149	Nonrubber footwear n.e.c.	6	6	13.3	1.7891	100
3559	Special-industry machinery n.e.c.	5	3	72.7	1.0743	95
3674	Semiconductors & related devices	1	1	72.7	1.4740	100
Lycoming	**294 All mfg.**	**103**	**48**	**1,308.9**	**.0875**	**89**
2051	Bread, cake, & related products	1	1	71.7	.7323	100
2241	Narrow-fabric mills	6	2	43.5	6.2635	87
3559	Special-industry machinery n.e.c.	1	1	89.5	1.3226	100
3641	Electric lamps	1	1	82.5	4.5760	100
3673	Transmitting electron tubes	2	2	64.8	9.1772	100
3724	Aircraft engines & engine parts	1	1	134.6	1.5890	100
McKean	**All mfg.**	**38**	**16**	**979.7**	**.0655**	**94**
Mercer	**All mfg.**	**78**	**27**	**1,135.9**	**.0759**	**89**
3316	Cold-rolled steel sheet, strip, & bars	1	1	223.1	7.5410	100
3317	Steel pipe & tubes	6	6	172.5	4.8534	100
3563	Air & gas compressors	1	1	41.6	3.0783	100
3612	Transformers	2	2	120.3	4.5381	100
3743	Railroad equipment	1	1	102.8	1.9402	100
Mifflin	**All mfg.**	**32**	**11**	**502.0**	**.0335**	**88**
3312	Blast furnaces & steel mills	1	1	242.4	.4812	100
Monroe	**196 All mfg.**	**53**	**16**	**283.5**	**.0189**	**62**
Montgomery	**211 All mfg.**	**747**	**232**	**6,269.8**	**.4190**	**79**
2051	Bread, cake, & related products	7	5	62.3	.6363	92
2254	Knit-underwear mills	3	2	25.7	3.6867	91
2311	Men's & boys' suits & coats	9	5	36.5	1.2714	86
2335	Women's & misses' dresses	7	4	35.8	.7356	90
2834	Pharmaceutical preparations	4	4	463.2	3.6184	100
3011	Tires & inner tubes	4	4	493.1	4.5752	100
3317	Steel pipe & tubes	8	6	143.9	4.0487	95
3321	Gray-iron foundries	3	1	61.5	.7673	85
3361	Aluminum foundries	5	1	63.9	1.9874	90
3441	Fabricated structural metal	12	2	93.4	1.5157	76
3452	Bolts, nuts, rivets, & washers	5	2	78.4	2.0946	92
3566	Speed changers, drives, & gears	7	6	76.1	8.3315	99
3573	Electronic computing equipment	10	7	268.5	1.5731	96
3613	Switchgear & switchboard apparatus	7	2	76.6	1.7628	78
3651	Radio & TV receiving sets	3	1	89.5	1.5029	94
3662	Radio & TV communication equipment	7	3	105.8	.5421	92
3679	Electronic components n.e.c.	17	6	44.1	.9638	76
3714	Motor-vehicle parts & accessories	7	3	142.3	.4577	93
3728	Aircraft equipment n.e.c.	3	1	70.2	1.1379	92
3823	Industrial process-control instruments	6	3	187.0	9.1973	96
3841	Surgical & medical instruments	7	3	45.0	2.0936	86
Montour	**All mfg.**	**9**	**6**	**151.5**	**.0101**	**98**
Northampton	**7 All mfg.**	**267**	**92**	**3,236.5**	**.2163**	**88**
2331	Women's & misses' blouses	65	11	191.9	8.5243	42
2335	Women's & misses' dresses	14	3	43.9	.9021	50
2339	Women's & misses' outerwear n.e.c.	10	5	38.7	1.3260	86
2751	Letterpress commercial printing	5	2	25.0	.5196	92
3241	Hydraulic cement	9	9	330.7	8.8548	100
3312	Blast furnaces & steel mills	1	1	1,387.0	2.7532	100

PENNSYLVANIA (Northampton, cont.)

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
3443		Fabricated plate work (boiler shops)	5	4	77.3	.9273	95
Northumberland		**All mfg.**	**104**	**49**	**970.0**	**.0648**	**82**
2032		Canned food specialties	1	1	171.6	5.7493	100
2321		Men's & boys' shirts & nightwear	4	2	32.7	.9682	87
2335		Women's & misses' dresses	14	4	47.4	.9740	52
2517		Wood TV & radio cabinets	1	1	34.2	8.4361	100
Perry	**110**	**All mfg.**	**9**	**3**	**39.2**	**.0026**	**68**
Philadelphia	**211**	**All mfg.**	**1,513**	**437**	**11,667.9**	**.7798**	**79**
2011		Meat-packing plants	8	5	514.4	1.3274	96
2013		Sausages & other prepared meats	16	8	294.9	3.4896	87
2026		Fluid milk	10	6	138.7	.9832	80
2051		Bread, cake, & related products	24	11	254.5	2.5992	91
2052		Cookies & crackers	4	2	176.4	5.6918	95
2062		Cane-sugar refining	2	2	264.4	11.2573	100
2065		Confectionery products	23	9	172.4	4.1788	79
2082		Malt beverages	2	2	186.1	2.5707	100
2085		Distilled liquor, except brandy	4	4	128.5	5.3976	100
2086		Bottled & canned soft drinks	6	5	130.4	1.3237	98
2253		Knit-outerwear mills	29	18	176.4	7.8341	90
2311		Men's & boys' suits & coats	47	30	288.7	10.0564	94
2329		Men's & boys' clothing n.e.c.	14	6	32.6	2.9815	77
2335		Women's & misses' dresses	23	6	68.5	1.4076	47
2361		Girls' & children's dresses & blouses	6	2	37.0	4.7625	87
2649		Converted paper products n.e.c.	10	2	43.8	2.7122	68
2651		Folding paperboard boxes	13	3	50.6	2.0027	43
2652		Set-up paperboard boxes	11	4	23.4	6.0938	64
2653		Corrugated & solid fiber boxes	16	7	91.3	1.3312	72
2711		Newspapers	12	6	268.3	2.0640	96
2721		Periodicals	7	5	133.6	2.1939	97
2731		Book publishing	12	2	132.6	2.7116	75
2751		Letterpress commercial printing	37	10	86.5	1.7977	73
2752		Lithographic commercial printing	39	8	165.3	2.0687	51
2791		Typesetting	12	4	40.5	5.5609	60
2834		Pharmaceutical preparations	7	1	311.0	2.4295	93
2851		Paints & allied products	11	3	141.7	1.8485	78
2911		Petroleum refining	2	1	1,293.1	1.1735	98
3041		Rubber & plastic hose & belting	1	1	52.4	2.9461	100
3313		Electrometallurgical products	1	1	86.7	7.6766	100
3411		Metal cans	3	3	179.5	2.2332	100
3444		Sheet-metal work	18	8	76.6	1.4185	83
3462		Iron & steel forgings	6	3	64.4	2.3354	88
3469		Metal stampings n.e.c.	12	3	82.8	1.5799	78
3537		Industrial trucks & tractors	2	1	62.2	2.7411	98
3552		Textile machinery	17	3	42.4	2.7886	59
3561		Pumps & pumping equipment	8	3	52.7	1.9783	85
3562		Ball & roller bearings	3	3	101.8	5.2596	100
3585		Refrigeration & heating equipment	6	4	206.4	1.4663	96
3613		Switchgear & switchboard apparatus	3	2	231.3	5.3229	99
3645		Residential electric lighting fixtures	13	5	93.1	8.8972	82
3714		Motor-vehicle parts & accessories	5	3	209.9	.6751	98
3721		Aircraft	1	1	90.7	.5023	100
Pike		**All mfg.**	**3**	**2**	**35.5**	**.0024**	**98**
Potter		**All mfg.**	**15**	**3**	**80.8**	**.0054**	**78**
Schuylkill		**All mfg.**	**205**	**91**	**1,107.6**	**.0740**	**73**
2254		Knit-underwear mills	16	10	39.8	5.7094	83
2321		Men's & boys' shirts & nightwear	11	9	49.7	1.4715	95
2331		Women's & misses' blouses	15	5	53.8	2.3898	57
2335		Women's & misses' dresses	39	14	158.6	3.2590	62
2341		Women's & children's underwear	4	2	20.9	1.1536	87
3079		Miscellaneous plastics products	8	5	73.1	.3448	91
Snyder		**All mfg.**	**35**	**14**	**184.5**	**.0123**	**66**
Somerset	**127**	**All mfg.**	**49**	**15**	**220.8**	**.0148**	**64**
Sullivan		**All mfg.**	**8**	**2**	**18.7**	**.0012**	**56**
Susquehanna	**33**	**All mfg.**	**16**	**6**	**62.7**	**.0042**	**60**
Tioga		**All mfg.**	**18**	**8**	**132.8**	**.0089**	**88**
Union		**All mfg.**	**15**	**7**	**152.5**	**.0102**	**81**
Venango		**All mfg.**	**41**	**16**	**1,295.1**	**.0866**	**83**
3532		Mining machinery	2	1	145.1	5.9523	98
3563		Air & gas compressors	1	1	45.9	3.3965	100
Warren		**All mfg.**	**40**	**14**	**2,292.9**	**.1532**	**97**
2911		Petroleum refining	1	1	1,997.5	1.8127	100
3462		Iron & steel forgings	1	1	52.4	1.9002	100
3471		Plating & polishing	1	1	39.3	1.9599	100
Washington	**214**	**All mfg.**	**116**	**36**	**1,218.1**	**.0814**	**74**
3221		Glass containers	3	3	62.0	1.7339	100
3312		Blast furnaces & steel mills	4	3	184.4	.3660	98
3612		Transformers	1	1	120.3	4.5381	100
3662		Radio & TV communication equipment	1	1	75.2	.3853	100
Wayne		**All mfg.**	**20**	**5**	**69.1**	**.0046**	**65**
Westmoreland	**214**	**All mfg.**	**202**	**79**	**3,105.8**	**.2076**	**89**
3229		Pressed & blown glass n.e.c.	9	6	82.5	3.0945	92
3312		Blast furnaces & steel mills	4	4	522.0	1.0362	100
3316		Cold-rolled steel sheet, strip, & bars	3	2	85.5	2.8900	96
3321		Gray-iron foundries	10	5	84.5	1.0543	80
3325		Steel foundries n.e.c.	3	3	40.7	1.6209	100
3563		Air & gas compressors	2	1	97.6	7.2221	99
3644		Non-current-carrying wiring devices	3	3	86.5	5.6551	100
3711		Motor vehicles & passenger-car bodies	1	1	1,041.7	1.3146	100
3822		Environmental controls	2	2	50.3	3.0697	100
Wyoming		**All mfg.**	**17**	**3**	**487.5**	**.0326**	**91**
2647		Sanitary paper products	1	1	386.2	6.9601	100
York	**299**	**All mfg.**	**338**	**138**	**3,133.0**	**.2094**	**83**
2361		Girls' & children's dresses & blouses	7	4	27.3	3.5140	82
2522		Metal office furniture	2	2	84.8	4.9879	100
2621		Paper mills, except building paper	1	1	113.0	.7463	100
2761		Manifold business forms	4	3	59.7	2.4776	92
3496		Miscellaneous fabricated wire products	7	5	45.1	3.0340	96
3531		Construction machinery	2	1	262.5	1.7664	99
3585		Refrigeration & heating equipment	3	2	268.6	1.9082	96
3622		Industrial controls	5	3	41.8	1.3801	88
3751		Motorcycles, bicycles, & parts	1	1	98.2	8.5473	100
3843		Dental equipment & supplies	1	1	56.6	6.0438	100
State Total		**All mfg.**	**9,128**	**3,092**	**100,596.2**	**6.7228**	**85**

RHODE ISLAND

County SIC	Metro Area	Industry	Number Of Plants		1979 (S&MM Est.)		
			Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Bristol	**220**	**All mfg.**	**33**	**17**	**284.3**	**.0190**	**88**
3021		Rubber & plastic footwear	1	1	25.6	4.2774	100
3161		Luggage	1	1	53.9	6.5564	100
Kent	**220**	**All mfg.**	**101**	**38**	**1,107.1**	**.0740**	**84**
3552		Textile machinery	1	1	114.0	7.4975	100
3643		Current-carrying wiring devices	1	1	46.9	2.4064	100
3731		Ship building & repairing	1	1	165.4	2.4953	100
Newport		**All mfg.**	**11**	**5**	**236.4**	**.0158**	**93**
3662		Radio & TV communication equipment	1	1	139.2	.7133	100
Providence	**220**	**All mfg.**	**700**	**265**	**5,675.5**	**.3793**	**78**
2221		Synthetics- & silk-weaving mills	12	7	123.1	1.9359	86
2231		Wool-fabric weaving & finishing mills	12	6	21.9	3.6555	74
2241		Narrow-fabric mills	25	14	69.6	10.0216	84
2257		Circular-knit fabric mills	2	2	121.0	4.0877	100
2283		Wool-yarn mills	5	5	12.5	6.2909	100
2711		Newspapers	3	3	60.6	.4662	100
3069		Fabricated rubber products n.e.c.	4	3	94.8	1.8690	97
3079		Miscellaneous plastics products	27	8	193.3	.9117	69
3161		Luggage	4	3	58.2	7.0794	94
3229		Pressed & blown glass n.e.c.	3	3	53.0	1.9880	100
3357		Nonferrous-wire drawing & insulating	9	9	452.7	5.9885	100
3421		Cutlery	3	2	57.3	7.1136	97
3471		Plating & polishing	17	3	36.7	1.8302	46
3541		Metal-cutting machine tools	12	5	39.4	2.1804	82
3569		General industrial machinery n.e.c.	5	3	77.4	3.9883	97
3643		Current-carrying wiring devices	6	2	37.0	1.8984	81

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

County SIC	Metro Area	Industry	Number Of Plants Total Plants	 Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	 % Of U.S. Shipments	 % In Large Plants
3679		Electronic components n.e.c.	6	3	22.2	.4852	88
3699		Electrical equipment & supplies n.e.c.	2	2	40.0	5.5417	100
3842		Surgical appliances & supplies	4	2	58.8	1.8190	95
3851		Ophthalmic goods	4	3	30.5	3.8111	94
3911		Precious-metal jewelry	47	16	374.7	15.2311	72
3914		Silverware & plated & stainless ware	4	1	45.4	8.4860	87
3915		Jewelers' materials & lapidary work	30	7	438.8	51.6722	70
3944		Games, toys, & children's vehicles	3	1	203.8	6.1437	96
3961		Costume jewelry	89	33	459.6	48.9040	75
3964		Needles, pins, & fasteners	6	4	52.4	6.4334	92
3999		Manufactures n.e.c.	7	3	68.1	2.1513	85
Washington	**220**	**All mfg.**	**33**	**16**	**317.1**	**.0212**	**87**
State Total		**All mfg.**	**878**	**341**	**7,620.4**	**.5093**	**80**

SOUTH CAROLINA

County SIC	Metro Area	Industry	Number Of Plants Total Plants	 Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	 % Of U.S. Shipments	 % In Large Plants
Abbeville		**All mfg.**	**16**	**13**	**200.8**	**.0134**	**98**
Aiken	**21**	**All mfg.**	**43**	**24**	**1,275.3**	**.0852**	**95**
2211		Cotton-weaving mills	6	6	87.5	1.9389	100
2221		Synthetics- & silk-weaving mills	2	2	77.3	1.2157	100
2262		Synthetics- & silk-finishing plants	2	2	219.1	9.4224	100
2821		Plastics materials & synthetic resins	1	1	628.3	5.1281	100
3229		Pressed & blown glass n.e.c.	1	1	61.2	2.2956	100
Allendale		**All mfg.**	**10**	**5**	**94.1**	**.0063**	**82**
Anderson	**13**	**All mfg.**	**87**	**47**	**1,228.2**	**.0821**	**90**
2211		Cotton-weaving mills	11	10	170.8	3.7848	99
2221		Synthetics- & silk-weaving mills	8	7	176.6	2.7773	97
2281		Yarn-spinning mills, except wool	4	2	63.7	1.6075	89
2321		Men's & boys' shirts & nightwear	6	5	38.6	1.1429	95
2822		Synthetic rubber	1	1	120.6	5.6195	100
2824		Noncellulosic synthetic organic fibers	1	1	161.8	2.2185	100
3229		Pressed & blown glass n.e.c.	1	1	62.8	2.3556	100
3635		Household vacuum cleaners	1	1	62.9	9.3379	100
3636		Sewing machines	1	1	39.6	12.2753	100
Bamberg		**All mfg.**	**20**	**4**	**76.7**	**.0051**	**43**
Barnwell		**All mfg.**	**15**	**9**	**225.2**	**.0150**	**93**
Beaufort		**All mfg.**	**15**	**4**	**102.9**	**.0069**	**52**
Berkeley	**51**	**All mfg.**	**23**	**15**	**301.1**	**.0201**	**90**
Calhoun		**All mfg.**	**5**	**2**	**70.2**	**.0047**	**10**
Charleston	**51**	**All mfg.**	**96**	**30**	**1,254.4**	**.0838**	**80**
2631		Paperboard mills	1	1	186.2	2.2994	100
3519		Internal-combustion engines n.e.c.	1	1	110.7	1.2638	100
Cherokee		**All mfg.**	**30**	**17**	**219.1**	**.0146**	**84**
2211		Cotton-weaving mills	3	3	40.6	.8997	100
2261		Cotton-finishing plants	3	2	21.4	2.4134	96
Chester		**All mfg.**	**29**	**19**	**340.2**	**.0227**	**91**
2211		Cotton-weaving mills	5	5	73.0	1.6176	100
2221		Synthetics- & silk-weaving mills	5	5	138.1	2.1718	100
Chesterfield		**All mfg.**	**44**	**27**	**350.7**	**.0234**	**85**
Clarendon		**All mfg.**	**12**	**6**	**61.1**	**.0041**	**80**
Colleton		**All mfg.**	**19**	**9**	**157.0**	**.0105**	**79**
Darlington		**All mfg.**	**29**	**16**	**713.6**	**.0477**	**94**
2262		Synthetics- & silk-finishing plants	1	1	142.7	6.1368	100
2653		Corrugated & solid fiber boxes	1	1	131.4	1.9159	100
Dillon		**All mfg.**	**19**	**10**	**151.9**	**.0102**	**84**
Dorchester	**51**	**All mfg.**	**29**	**9**	**207.6**	**.0139**	**76**
Edgefield		**All mfg.**	**12**	**7**	**99.1**	**.0066**	**89**
Fairfield		**All mfg.**	**13**	**3**	**126.8**	**.0085**	**85**
Florence		**All mfg.**	**60**	**30**	**682.5**	**.0456**	**86**
2824		Noncellulosic synthetic organic fibers	1	1	102.3	1.4027	100
3623		Electric welding apparatus	1	1	70.1	4.7938	100
Georgetown		**All mfg.**	**21**	**6**	**387.7**	**.0259**	**92**
2631		Paperboard mills	1	1	181.6	2.2426	100
Greenville	**107**	**All mfg.**	**275**	**105**	**3,216.6**	**.2150**	**84**
2211		Cotton-weaving mills	13	12	152.3	3.3748	100
2221		Synthetics- & silk-weaving mills	10	10	510.2	8.0237	100
2261		Cotton-finishing plants	3	3	24.4	2.7518	100
2272		Tufted carpets & rugs	5	5	159.9	3.5060	100
2321		Men's & boys' shirts & nightwear	2	2	42.0	1.2436	100
2335		Women's & misses' dresses	5	4	158.6	3.2590	99
2643		Bags, except textile bags	3	1	90.2	2.1239	96
2821		Plastics materials & synthetic resins	2	2	134.0	1.0937	100
2824		Noncellulosic synthetic organic fibers	2	1	259.9	3.5636	96
3011		Tires & inner tubes	1	1	233.0	2.1619	100
3552		Textile machinery	27	8	140.0	9.2075	77
3675		Electronic capacitors	1	1	50.1	6.4355	100
3679		Electronic components n.e.c.	1	1	37.8	.8261	100
Greenwood		**All mfg.**	**43**	**24**	**805.7**	**.0538**	**93**
2211		Cotton-weaving mills	6	6	123.6	2.7389	100
2221		Synthetics- & silk-weaving mills	6	6	157.8	2.4816	100
2824		Noncellulosic synthetic organic fibers	1	1	225.2	3.0878	100
3842		Surgical appliances & supplies	1	1	61.2	1.8932	100
Hampton		**All mfg.**	**24**	**7**	**176.6**	**.0118**	**44**
Horry		**All mfg.**	**34**	**14**	**300.8**	**.0201**	**85**
3675		Electronic capacitors	1	1	50.1	6.4355	100
Jasper		**All mfg.**	**1**		**2.2**	**.0001**	**0**
Kershaw		**All mfg.**	**25**	**12**	**532.6**	**.0356**	**91**
2211		Cotton-weaving mills	2	2	27.2	.6027	100
2824		Noncellulosic synthetic organic fibers	1	1	366.0	5.0184	100
Lancaster		**All mfg.**	**19**	**9**	**300.5**	**.0201**	**92**
2211		Cotton-weaving mills	3	3	139.9	3.1001	100
Laurens		**All mfg.**	**32**	**20**	**397.3**	**.0266**	**90**
2211		Cotton-weaving mills	4	4	73.9	1.6376	100
2221		Synthetics- & silk-weaving mills	3	3	113.4	1.7834	100
3562		Ball & roller bearings	1	1	35.8	1.8497	100
Lee		**All mfg.**	**8**	**2**	**52.2**	**.0035**	**67**
Lexington	**62**	**All mfg.**	**73**	**35**	**762.0**	**.0509**	**83**
2824		Noncellulosic synthetic organic fibers	1	1	164.0	2.2487	100
McCormick		**All mfg.**	**5**	**2**	**27.1**	**.0018**	**42**
Marion		**All mfg.**	**26**	**14**	**228.8**	**.0153**	**89**
Marlboro		**All mfg.**	**21**	**14**	**277.9**	**.0186**	**94**
Newberry		**All mfg.**	**26**	**13**	**197.2**	**.0132**	**79**
2211		Cotton-weaving mills	4	4	54.3	1.2032	100
Oconee		**All mfg.**	**27**	**17**	**285.4**	**.0191**	**92**
2211		Cotton-weaving mills	5	3	45.2	1.0016	91
2339		Women's & misses' outerwear n.e.c.	2	2	29.2	1.0005	100
Orangeburg		**All mfg.**	**53**	**28**	**548.8**	**.0367**	**86**
2261		Cotton-finishing plants	2	2	20.8	2.3458	100
2421		General sawmills & planing mills	5	2	69.0	.7182	86
3423		Hand & edge tools n.e.c.	1	1	48.8	1.9404	100
Pickens	**107**	**All mfg.**	**48**	**33**	**613.8**	**.0410**	**94**
2211		Cotton-weaving mills	14	13	140.8	3.1200	99
2261		Cotton-finishing plants	1	1	37.2	4.1953	100
2282		Throwing & winding mills, except wool	3	3	120.8	6.2111	100
3546		Power-driven hand tools	1	1	46.3	5.5743	100
3552		Textile machinery	1	1	60.9	4.0053	100
Richland	**62**	**All mfg.**	**111**	**44**	**965.1**	**.0645**	**84**
2211		Cotton-weaving mills	2	2	67.6	1.4980	100
2824		Noncellulosic synthetic organic fibers	1	1	146.9	2.0142	100
3441		Fabricated structural metal	9	5	44.8	.7270	87
Saluda		**All mfg.**	**14**	**6**	**88.7**	**.0059**	**70**
Spartanburg	**107**	**All mfg.**	**162**	**80**	**2,130.7**	**.1424**	**88**
2211		Cotton-weaving mills	18	17	307.5	6.8140	99
2221		Synthetics- & silk-weaving mills	6	3	72.3	1.1370	87
2253		Knit-outerwear mills	4	4	83.8	3.7216	100
2281		Yarn-spinning mills, except wool	3	3	48.6	1.2264	100
2321		Men's & boys' shirts & nightwear	3	3	29.3	.8675	100
2824		Noncellulosic synthetic organic fibers	2	2	307.1	4.2108	100
3011		Tires & inner tubes	2	1	147.3	1.3667	95
3552		Textile machinery	14	2	60.4	3.9724	68
Sumter		**All mfg.**	**47**	**17**	**420.0**	**.0281**	**78**
2037		Frozen fruits & vegetables	1	1	82.0	2.6641	100
Union		**All mfg.**	**20**	**14**	**211.3**	**.0141**	**89**
2261		Cotton-finishing plants	3	2	29.7	3.3495	98
Williamsburg		**All mfg.**	**19**	**8**	**173.2**	**.0116**	**83**
York		**All mfg.**	**64**	**27**	**692.2**	**.0463**	**89**
2211		Cotton-weaving mills	4	3	67.3	1.4913	98
2221		Synthetics- & silk-weaving mills	2	2	104.8	1.6481	100
2261		Cotton-finishing plants	3	1	60.8	6.8569	97
2823		Cellulosic man-made fibers	1	1	104.0	9.0577	100
State Total		**All mfg.**	**1,824**	**857**	**21,732.9**	**1.4524**	**86**

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
SOUTH DAKOTA							
Beadle		**All mfg.**	**10**	**1**	**93.0**	**.0062**	**63**
Bon Homme		**All mfg.**	**1**		**2.6**	**.0002**	**0**
Brookings		**All mfg.**	**7**	**2**	**44.0**	**.0029**	**65**
Brown		**All mfg.**	**16**	**3**	**81.5**	**.0054**	**29**
Charles Mix		**All mfg.**	**1**	**1**	**10.3**	**.0007**	**100**
Clark		**All mfg.**	**1**	**1**	**6.3**	**.0004**	**100**
Clay		**All mfg.**	**4**	**1**	**19.0**	**.0013**	**41**
Codington		**All mfg.**	**15**	**5**	**66.1**	**.0044**	**47**
Corson		**All mfg.**	**1**		**4.1**	**.0003**	**0**
Custer		**All mfg.**	**1**		**1.6**	**.0001**	**0**
Davison		**All mfg.**	**11**	**4**	**78.7**	**.0053**	**77**
Day		**All mfg.**	**4**	**1**	**17.9**	**.0012**	**60**
Deuel		**All mfg.**	**1**		**.8**	**.0001**	**0**
Dewey		**All mfg.**	**2**		**6.4**	**.0004**	**0**
Douglas		**All mfg.**	**1**		**1.4**	**.0001**	**0**
Fall River		**All mfg.**	**1**		**1.7**	**.0001**	**0**
Grant		**All mfg.**	**6**	**1**	**45.6**	**.0030**	**55**
Haakon		**All mfg.**	**1**		**2.7**	**.0002**	**0**
Hamlin		**All mfg.**	**1**		**10.4**	**.0007**	**0**
Hand		**All mfg.**	**1**		**2.1**	**.0001**	**0**
Hanson		**All mfg.**	**1**		**2.6**	**.0002**	**0**
Hughes		**All mfg.**	**3**		**4.6**	**.0003**	**0**
Hutchinson		**All mfg.**	**3**		**13.7**	**.0009**	**0**
Kingsbury		**All mfg.**	**3**	**1**	**11.2**	**.0007**	**73**
Lake		**All mfg.**	**8**	**4**	**29.5**	**.0020**	**80**
Lawrence		**All mfg.**	**6**	**1**	**23.7**	**.0016**	**38**
Lincoln		**All mfg.**	**6**		**24.2**	**.0016**	**0**
Lyman		**All mfg.**	**1**		**2.0**	**.0001**	**0**
McCook		**All mfg.**	**7**		**18.4**	**.0012**	**0**
McPherson		**All mfg.**	**1**		**7.9**	**.0005**	**0**
Marshall		**All mfg.**	**2**		**5.6**	**.0004**	**0**
Meade	**226**	**All mfg.**	**3**		**9.8**	**.0007**	**0**
Miner		**All mfg.**	**2**		**12.5**	**.0008**	**0**
Minnehaha	**260**	**All mfg.**	**46**	**17**	**963.2**	**.0644**	**88**
2011		Meat-packing plants	2	2	734.2	1.8946	100
Moody		**All mfg.**	**2**		**4.0**	**.0003**	**0**
Pennington	**226**	**All mfg.**	**23**	**10**	**246.7**	**.0165**	**85**
Perkins		**All mfg.**	**1**		**3.6**	**.0002**	**0**
Potter		**All mfg.**	**1**		**5.1**	**.0003**	**0**
Roberts		**All mfg.**	**2**		**4.7**	**.0003**	**0**
Sanborn		**All mfg.**	**1**		**1.0**	**.0001**	**0**
Shannon		**All mfg.**	**3**	**1**	**6.0**	**.0004**	**32**
Spink		**All mfg.**	**1**		**7.9**	**.0005**	**0**
Todd		**All mfg.**	**2**		**5.9**	**.0004**	**0**
Tripp		**All mfg.**	**1**		**4.8**	**.0003**	**0**
Turner		**All mfg.**	**1**		**2.1**	**.0001**	**0**
Union		**All mfg.**	**9**	**2**	**27.5**	**.0018**	**49**
Walworth		**All mfg.**	**1**	**1**	**8.4**	**.0006**	**100**
Yankton		**All mfg.**	**12**	**5**	**88.9**	**.0059**	**79**
State Total		**All mfg.**	**238**	**62**	**2,041.7**	**.1364**	**71**
TENNESSEE							
Anderson	**135**	**All mfg.**	**29**	**7**	**393.8**	**.0263**	**85**
2819		Industrial inorganic chemicals n.e.c.	2	1	258.9	2.8603	97
Bedford		**All mfg.**	**39**	**13**	**238.9**	**.0160**	**75**
3952		Lead pencils & art goods	5	4	49.9	15.1442	93
Benton		**All mfg.**	**5**	**4**	**24.7**	**.0017**	**96**
Bledsoe		**All mfg.**	**5**	**1**	**9.0**	**.0006**	**19**
Blount	**135**	**All mfg.**	**18**	**8**	**1,423.6**	**.0951**	**99**
2823		Cellulosic man-made fibers	1	1	175.9	15.3196	100
3334		Primary aluminum	1	1	786.4	12.9775	100
3353		Aluminum sheet, plate, & foil	1	1	375.1	5.1584	100
Bradley		**All mfg.**	**63**	**26**	**537.8**	**.0359**	**84**
2328		Men's & boys' work clothing	1	1	39.5	1.1293	100
2512		Upholstered wood household furniture	11	4	54.3	1.5020	82
3631		Household cooking equipment	3	3	155.7	8.7743	100
Campbell		**All mfg.**	**20**	**8**	**158.5**	**.0106**	**90**
Cannon		**All mfg.**	**5**	**2**	**27.9**	**.0019**	**78**
Carroll		**All mfg.**	**16**	**8**	**119.8**	**.0080**	**81**
Carter	**126**	**All mfg.**	**18**	**8**	**247.3**	**.0165**	**90**
2824		Noncellulosic synthetic organic fibers	1	1	143.2	1.9635	100
Cheatham	**183**	**All mfg.**	**9**	**4**	**123.2**	**.0082**	**91**
3639		Household appliances n.e.c.	2	2	91.8	7.3182	100
Chester		**All mfg.**	**6**	**3**	**33.1**	**.0022**	**82**
Claiborne		**All mfg.**	**9**	**6**	**56.6**	**.0038**	**92**
Clay		**All mfg.**	**6**	**1**	**23.7**	**.0016**	**55**
Cocke		**All mfg.**	**19**	**15**	**259.8**	**.0174**	**96**
Coffee		**All mfg.**	**39**	**13**	**211.1**	**.0141**	**70**
Crockett		**All mfg.**	**7**	**4**	**101.2**	**.0068**	**94**
Cumberland		**All mfg.**	**22**	**9**	**124.2**	**.0083**	**77**
Davidson	**183**	**All mfg.**	**358**	**113**	**3,295.1**	**.2202**	**81**
2051		Bread, cake, & related products	6	4	48.2	.4923	93
2643		Bags, except textile bags	1	1	102.7	2.4182	100
2711		Newspapers	4	3	127.7	.9824	99
2731		Book publishing	8	3	108.1	2.2106	90
2751		Letterpress commercial printing	14	6	47.6	.9893	80
2824		Noncellulosic synthetic organic fibers	1	1	348.1	4.7729	100
3079		Miscellaneous plastics products	8	3	127.5	.6013	93
3211		Flat glass	1	1	178.4	9.2815	100
3728		Aircraft equipment n.e.c.	1	1	130.0	2.1072	100
3731		Ship building & repairing	1	1	49.6	.7483	100
Decatur		**All mfg.**	**7**	**4**	**69.0**	**.0046**	**84**
Dekalb		**All mfg.**	**13**	**8**	**86.6**	**.0058**	**89**
2253		Knit-outerwear mills	3	3	30.5	1.3545	100
Dickson	**183**	**All mfg.**	**17**	**6**	**114.5**	**.0077**	**85**
Dyer		**All mfg.**	**18**	**10**	**270.2**	**.0181**	**91**
Fayette		**All mfg.**	**9**	**4**	**66.9**	**.0045**	**80**
Fentress		**All mfg.**	**7**	**3**	**33.5**	**.0022**	**76**
Franklin		**All mfg.**	**14**	**5**	**67.4**	**.0045**	**79**
Gibson		**All mfg.**	**36**	**25**	**406.8**	**.0272**	**95**
3149		Nonrubber footwear n.e.c.	3	3	14.9	2.0043	100
3483		Ammunition, except small-arms, n.e.c.	1	1	53.6	6.1716	100
3661		Telephone & telegraph apparatus	1	1	76.3	.8791	100
Giles		**All mfg.**	**23**	**9**	**226.1**	**.0151**	**80**
3714		Motor-vehicle parts & accessories	1	1	89.8	.2888	100
Grainger		**All mfg.**	**8**	**2**	**26.1**	**.0017**	**54**
Greene		**All mfg.**	**33**	**18**	**504.9**	**.0337**	**93**
3651		Radio & TV receiving sets	1	1	132.2	2.2199	100
Grundy		**All mfg.**	**7**	**2**	**21.0**	**.0014**	**54**
Hamblen		**All mfg.**	**54**	**20**	**350.9**	**.0235**	**80**
2511		Wood household furniture	6	5	83.5	1.6268	99
2512		Upholstered wood household furniture	12	2	61.4	1.6984	75
Hamilton	**54**	**All mfg.**	**279**	**104**	**3,119.1**	**.2084**	**84**
2052		Cookies & crackers	2	1	74.8	2.4135	93
2252		Hosiery n.e.c.	8	5	29.9	3.2027	86
2281		Yarn-spinning mills, except wool	4	4	107.4	2.7103	100
2711		Newspapers	4	4	52.4	.4031	100
2824		Noncellulosic synthetic organic fibers	1	1	409.4	5.6134	100
2892		Explosives	1	1	40.8	5.3312	100
3321		Gray-iron foundries	5	3	113.8	1.4199	95
3443		Fabricated plate work (boiler shops)	5	3	271.4	3.2559	98
3494		Valves & pipe fittings	3	3	95.5	1.7006	100
Hancock		**All mfg.**	**3**		**6.2**	**.0004**	**0**
Hardeman		**All mfg.**	**13**	**6**	**91.7**	**.0061**	**90**
Hardin		**All mfg.**	**17**	**7**	**131.1**	**.0088**	**83**
Hawkins	**126**	**All mfg.**	**7**	**6**	**79.7**	**.0053**	**95**
Haywood		**All mfg.**	**15**	**4**	**65.8**	**.0044**	**63**
Henderson		**All mfg.**	**13**	**7**	**131.1**	**.0088**	**85**
Henry		**All mfg.**	**20**	**12**	**198.9**	**.0133**	**91**
Hickman		**All mfg.**	**11**	**4**	**45.0**	**.0030**	**72**
Houston		**All mfg.**	**4**	**2**	**8.2**	**.0005**	**78**
Humphreys		**All mfg.**	**12**	**8**	**300.6**	**.0201**	**96**

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c,:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20 + employees. **Large Plants:** 100 + employees. **All mfg.:** Totals for all plants with 20 + employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100 + employees; if the share is 99.5% or more, it shows as 100%.

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
Jackson		**All mfg.**	**5**	**2**	**17.0**	**.0011**	**65**
Jefferson		**All mfg.**	**19**	**7**	**152.7**	**.0102**	**89**
2517		Wood TV & radio cabinets	1	1	47.5	11.7168	100
Johnson		**All mfg.**	**8**	**4**	**120.9**	**.0081**	**94**
2221		Synthetics- & silk-weaving mills	1	1	87.6	1.3776	100
Knox	**135**	**All mfg.**	**230**	**75**	**1,713.5**	**.1145**	**80**
2051		Bread, cake, & related products	7	3	48.4	.4943	81
2254		Knit-underwear mills	1	1	55.0	7.8898	100
2311		Men's & boys' suits & coats	11	8	75.1	2.6160	95
2327		Men's & boys' separate trousers	2	2	45.9	2.0324	100
2399		Fabricated textile products n.e.c.	2	1	98.9	7.6613	99
3079		Miscellaneous plastics products	8	4	56.4	.2660	84
3622		Industrial controls	1	1	50.6	1.6707	100
Lake		**All mfg.**	**9**	**3**	**82.7**	**.0055**	**29**
Lauderdale		**All mfg.**	**22**	**10**	**187.5**	**.0125**	**86**
3079		Miscellaneous plastics products	3	2	61.4	.2896	98
Lawrence		**All mfg.**	**24**	**6**	**240.4**	**.0161**	**81**
3524		Lawn & garden equipment	1	1	63.0	4.0263	100
3751		Motorcycles, bicycles, & parts	1	1	81.8	7.1199	100
Lewis		**All mfg.**	**5**	**3**	**48.8**	**.0033**	**94**
Lincoln		**All mfg.**	**17**	**10**	**337.2**	**.0225**	**90**
2335		Women's & misses' dresses	4	4	79.0	1.6233	100
3585		Refrigeration & heating equipment	1	1	166.6	1.1836	100
Loudon		**All mfg.**	**18**	**9**	**269.3**	**.0180**	**91**
3714		Motor-vehicle parts & accessories	1	1	71.9	.2313	100
McMinn		**All mfg.**	**42**	**25**	**466.1**	**.0311**	**93**
2621		Paper mills, except building paper	1	1	168.1	1.1102	100
McNairy		**All mfg.**	**15**	**11**	**100.4**	**.0067**	**94**
2321		Men's & boys' shirts & nightwear	6	5	42.1	1.2465	98
Macon		**All mfg.**	**16**	**6**	**81.2**	**.0054**	**77**
Madison	**121**	**All mfg.**	**67**	**23**	**635.6**	**.0425**	**82**
Marion	**54**	**All mfg.**	**16**	**8**	**106.7**	**.0071**	**82**
Marshall		**All mfg.**	**22**	**11**	**236.5**	**.0158**	**89**
3585		Refrigeration & heating equipment	1	1	111.1	.7893	100
Maury		**All mfg.**	**48**	**16**	**447.2**	**.0299**	**79**
Meigs		**All mfg.**	**6**	**1**	**15.6**	**.0010**	**41**
Monroe		**All mfg.**	**27**	**7**	**99.5**	**.0066**	**50**
Montgomery	**58**	**All mfg.**	**26**	**9**	**496.3**	**.0332**	**92**
3143		Men's nonathletic footwear	1	1	41.3	1.8206	100
3585		Refrigeration & heating equipment	1	1	188.9	1.3420	100
Moore		**All mfg.**	**2**	**1**	**31.6**	**.0021**	**96**
Morgan		**All mfg.**	**7**	**4**	**30.7**	**.0021**	**81**
Obion		**All mfg.**	**21**	**9**	**357.0**	**.0239**	**92**
3011		Tires & inner tubes	1	1	159.8	1.4827	100
Overton		**All mfg.**	**11**	**5**	**56.9**	**.0038**	**74**
2321		Men's & boys' shirts & nightwear	2	2	32.6	.9652	100
Perry		**All mfg.**	**7**	**3**	**38.5**	**.0026**	**78**
Pickett		**All mfg.**	**6**	**2**	**21.4**	**.0014**	**68**
Polk		**All mfg.**	**6**	**3**	**225.4**	**.0151**	**97**
2819		Industrial inorganic chemicals n.e.c.	1	1	208.7	2.3057	100
Putnam		**All mfg.**	**56**	**17**	**272.6**	**.0182**	**70**
Rhea		**All mfg.**	**21**	**12**	**161.1**	**.0108**	**92**
Roane		**All mfg.**	**19**	**7**	**172.1**	**.0115**	**84**
2251		Women's full- & knee-length hosiery	2	2	33.0	4.3982	100
Robertson	**183**	**All mfg.**	**22**	**10**	**137.6**	**.0092**	**82**
Rutherford	**183**	**All mfg.**	**57**	**21**	**598.7**	**.0400**	**83**
3011		Tires & inner tubes	1	1	130.5	1.2108	100
3621		Motors & generators	1	1	39.9	.8534	100
Scott		**All mfg.**	**7**	**3**	**36.9**	**.0025**	**77**
Sequatchie	**54**	**All mfg.**	**10**	**3**	**30.3**	**.0020**	**62**
Sevier		**All mfg.**	**19**	**5**	**96.8**	**.0065**	**69**
Shelby	**169**	**All mfg.**	**530**	**149**	**5,531.3**	**.3697**	**78**
2011		Meat-packing plants	7	4	365.0	.9419	86
2051		Bread, cake, & related products	13	6	108.6	1.1091	90
2511		Wood household furniture	7	3	59.2	1.1534	90
2643		Bags, except textile bags	5	3	146.1	3.4402	93
2647		Sanitary paper products	2	1	235.7	4.2478	98
2653		Corrugated & solid fiber boxes	8	5	59.2	.8632	87
2711		Newspapers	5	1	45.5	.3500	89
2819		Industrial inorganic chemicals n.e.c.	6	3	133.5	1.4749	93
2834		Pharmaceutical preparations	3	1	184.6	1.4421	94
3011		Tires & inner tubes	1	1	288.9	2.6806	100
3443		Fabricated plate work (boiler shops)	12	3	75.4	.9046	60
3523		Farm machinery & equipment	6	2	250.1	2.4384	96
3641		Electric lamps	1	1	109.9	6.0957	100
Smith		**All mfg.**	**7**	**4**	**127.0**	**.0085**	**96**
Stewart		**All mfg.**	**2**	**1**	**15.3**	**.0010**	**86**
Sullivan	**126**	**All mfg.**	**68**	**34**	**2,133.3**	**.1426**	**96**
2211		Cotton-weaving mills	2	2	26.9	.5961	100
2621		Paper mills, except building paper	1	1	115.6	.7635	100
2732		Book printing	2	1	62.5	4.5451	97
2821		Plastics materials & synthetic resins	1	1	181.2	1.4789	100
2823		Cellulosic man-made fibers	1	1	327.6	28.5316	100
2869		Industrial organic chemicals n.e.c.	1	1	742.7	2.9372	100
2892		Explosives	1	1	46.4	6.0630	100
3211		Flat glass	1	1	137.2	7.1380	100
3662		Radio & TV communication equipment	1	1	121.8	.6241	100
Sumner	**183**	**All mfg.**	**48**	**20**	**336.1**	**.0225**	**73**
Tipton	**169**	**All mfg.**	**17**	**3**	**87.9**	**.0059**	**34**
Trousdale		**All mfg.**	**8**	**5**	**54.5**	**.0036**	**93**
Unicoi	**126**	**All mfg.**	**10**	**6**	**89.7**	**.0060**	**93**
Union	**135**	**All mfg.**	**5**		**9.6**	**.0006**	**0**
Van Buren		**All mfg.**	**3**	**3**	**27.2**	**.0018**	**100**
Warren		**All mfg.**	**26**	**14**	**420.5**	**.0281**	**94**
3585		Refrigeration & heating equipment	1	1	166.6	1.1836	100
Washington	**126**	**All mfg.**	**61**	**28**	**672.6**	**.0449**	**89**
3661		Telephone & telegraph apparatus	1	1	109.0	1.2558	100
Wayne		**All mfg.**	**12**	**8**	**81.0**	**.0054**	**90**
Weakley		**All mfg.**	**20**	**11**	**96.6**	**.0065**	**80**
White		**All mfg.**	**17**	**9**	**141.3**	**.0094**	**89**
Williamson	**183**	**All mfg.**	**23**	**8**	**155.5**	**.0104**	**75**
Wilson	**183**	**All mfg.**	**27**	**9**	**262.4**	**.0175**	**84**
3714		Motor-vehicle parts & accessories	1	1	84.9	.2731	100
State Total		**All mfg.**	**3,130**	**1,192**	**32,195.1**	**2.1516**	**84**

TEXAS

County SIC	Metro Area	Industry	Total Plants	Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Anderson		**All mfg.**	**18**	**7**	**243.4**	**.0163**	**55**
Andrews		**All mfg.**	**1**	**1**	**15.5**	**.0010**	**100**
Angelina		**All mfg.**	**40**	**17**	**539.4**	**.0360**	**86**
2621		Paper mills, except building paper	1	1	105.1	.6941	100
3321		Gray-iron foundries	2	2	203.9	2.5441	100
Aransas		**All mfg.**	**3**	**1**	**64.5**	**.0043**	**13**
Armstrong		**All mfg.**	**1**		**2.7**	**.0002**	**0**
Atascosa		**All mfg.**	**2**		**7.1**	**.0005**	**0**
Austin		**All mfg.**	**8**	**1**	**22.4**	**.0015**	**34**
Bailey		**All mfg.**	**2**		**14.5**	**.0010**	**0**
Bandera		**All mfg.**	**2**	**1**	**7.7**	**.0005**	**71**
Bastrop		**All mfg.**	**7**	**2**	**27.5**	**.0018**	**63**
Baylor		**All mfg.**	**2**	**1**	**6.2**	**.0004**	**58**
Bee		**All mfg.**	**4**		**6.7**	**.0004**	**0**
Bell	**134**	**All mfg.**	**53**	**20**	**318.7**	**.0213**	**68**
2531		Public-building & related furniture	5	4	43.6	4.6177	97
3079		Miscellaneous plastics products	5	4	55.1	.2599	97
Bexar	**245**	**All mfg.**	**321**	**109**	**2,775.6**	**.1855**	**73**
2011		Meat-packing plants	11	7	495.6	1.2789	90
2051		Bread, cake, & related products	9	6	60.2	.6148	92
2339		Women's & misses' outerwear n.e.c.	3	2	42.3	1.4493	95
2711		Newspapers	3	2	41.4	.3185	97
3441		Fabricated structural metal	8	4	46.4	.7530	85
3479		Metal coating & allied services n.e.c.	1	1	52.2	2.9222	100
3573		Electronic computing equipment	4	2	123.5	.7236	95
3585		Refrigeration & heating equipment	3	2	134.0	.9520	94
Blanco		**All mfg.**	**1**		**5.8**	**.0004**	**0**
Bosque		**All mfg.**	**9**	**5**	**62.2**	**.0042**	**73**
Bowie	**274**	**All mfg.**	**65**	**16**	**508.8**	**.0340**	**71**
3011		Tires & inner tubes	1	1	96.8	.8982	100
Brazoria	**114**	**All mfg.**	**54**	**12**	**2,379.5**	**.1590**	**93**
2821		Plastics materials & synthetic resins	3	2	151.0	1.2324	94
2869		Industrial organic chemicals n.e.c.	3	2	1,102.8	4.3614	99
Brazos	**44**	**All mfg.**	**28**	**7**	**131.4**	**.0088**	**50**
Brooks		**All mfg.**	**1**		**5.2**	**.0003**	**0**
Brown		**All mfg.**	**24**	**7**	**145.0**	**.0097**	**66**
Burleson		**All mfg.**	**3**	**2**	**16.3**	**.0011**	**82**

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
TEXAS (cont.)							
Burnet		All mfg.	9	1	18.0	.0012	33
Caldwell		All mfg.	9	1	37.6	.0025	10
Calhoun		All mfg.	9	3	224.2	.0150	89
3334	Primary aluminum		1	1	178.8	2.9506	100
Cameron	43	All mfg.	77	32	866.6	.0579	77
2092	Fresh or frozen packaged seafoods		9	6	143.5	6.3060	94
3533	Oil-field machinery		2	2	103.5	2.2649	100
Camp		All mfg.	7	1	60.2	.0040	69
Carson		All mfg.	1		1.2	.0001	0
Cass		All mfg.	9	3	53.6	.0036	55
Castro		All mfg.	3	1	28.5	.0019	55
Chambers		All mfg.	3	1	229.9	.0154	64
Cherokee		All mfg.	48	14	258.0	.0172	55
Childress		All mfg.	3	2	20.5	.0014	93
Clay	293	All mfg.	3	1	11.9	.0008	59
Coleman		All mfg.	5	2	15.3	.0010	75
Collin	66	All mfg.	44	16	257.0	.0172	63
Collingsworth		All mfg.	1		7.6	.0005	0
Colorado		All mfg.	13	4	57.4	.0038	63
Comal	245	All mfg.	15	10	157.6	.0105	93
Comanche		All mfg.	12	3	84.7	.0057	60
Cooke		All mfg.	24	9	161.4	.0108	74
Coryell	134	All mfg.	5	1	17.4	.0012	39
Crane		All mfg.	4		15.9	.0011	0
Crockett		All mfg.	1		3.2	.0002	0
Crosby		All mfg.	2		3.5	.0002	0
Culberson		All mfg.	1		1.1	.0001	0
Dallam		All mfg.	1		2.7	.0002	0
Dallas	66	All mfg.	1,107	332	8,423.3	.5629	73
2011	Meat-packing plants		8	3	290.3	.7491	83
2051	Bread, cake, & related products		13	5	88.6	.9049	81
2086	Bottled & canned soft drinks		7	3	77.6	.7877	80
2099	Food preparations n.e.c.		12	5	137.0	2.0049	79
2327	Men's & boys' separate trousers		4	1	80.6	3.5689	94
2335	Women's & misses' dresses		38	19	239.7	4.9255	84
2431	Millwork		9	5	55.4	1.3325	84
2642	Envelopes		7	5	42.9	3.7085	87
2653	Corrugated & solid fiber boxes		21	8	106.5	1.5528	61
2711	Newspapers		10	4	110.2	.8478	89
2731	Book publishing		4	2	77.2	1.5787	95
2751	Letterpress commercial printing		34	8	68.0	1.4132	58
2841	Soap & other detergents		10	1	213.7	3.2967	61
2851	Paints & allied products		18	4	147.4	1.9229	57
3079	Miscellaneous plastics products		37	7	165.6	.7810	56
3272	Concrete products n.e.c.		7	3	46.9	1.4046	84
3441	Fabricated structural metal		11	2	46.2	.7497	59
3443	Fabricated plate work (boiler shops)		15	4	82.4	.9885	58
3444	Sheet-metal work		25	3	95.7	1.7722	52
3532	Mining machinery		4	2	79.1	3.2449	92
3533	Oil-field machinery		11	9	385.1	8.4272	98
3559	Special-industry machinery n.e.c.		8	3	108.5	1.6033	84
3573	Electronic computing equipment		9	5	123.9	.7259	86
3585	Refrigeration & heating equipment		10	4	436.2	3.0989	92
3644	Non-current-carrying wiring devices		4	1	81.9	5.3543	83
3661	Telephone & telegraph apparatus		7	4	159.3	1.8354	94
3662	Radio & TV communication equipment		24	8	206.5	1.0581	75
3674	Semiconductors & related devices		9	5	340.0	6.8938	98
3679	Electronic components n.e.c.		7	1	36.6	.7999	82
3691	Storage batteries		6	5	79.4	3.6872	97
3714	Motor-vehicle parts & accessories		13	9	139.4	.4484	90
3721	Aircraft		3	2	187.7	1.0396	97
3728	Aircraft equipment n.e.c.		6	5	90.7	1.4702	98

DEFINITIONS—**SIC Industry**: Classification by plant's primary product. **N.e.c.**: Not elsewhere classified. **Metro Area Code**: Metro market that county belongs to; see list, page 35. **Total Plants**: 20 + employees. **Large Plants**: 100 + employees. **All mfg.**: Totals for all plants with 20 + employees in the county. **Shipments**: Dollar value of all goods produced. **% Of U.S.**: Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants**: Share of shipments (rounded) from plants with 100 + employees; if the share is 99.5% or more, it shows as 100%.

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
Dawson		All mfg.	5	2	25.9	.0017	45
Deaf Smith		All mfg.	16	2	166.9	.0112	69
Delta		All mfg.	2		4.5	.0003	0
Denton	66	All mfg.	35	20	220.6	.0147	80
De Witt		All mfg.	6	3	35.9	.0024	63
Dickens		All mfg.	2		2.3	.0002	0
Dimmit		All mfg.	2	1	85.5	.0057	8
Duval		All mfg.	1		3.2	.0002	0
Eastland		All mfg.	17	5	133.6	.0089	83
Ector	197	All mfg.	78	14	602.7	.0403	52
Edwards		All mfg.	1		2.0	.0001	0
Ellis	66	All mfg.	44	19	333.4	.0223	80
El Paso	81	All mfg.	195	87	2,522.2	.1686	89
2321	Men's & boys' shirts & nightwear		5	5	49.1	1.4538	100
2327	Men's & boys' separate trousers		19	18	192.9	8.5414	100
2328	Men's & boys' work clothing		9	8	164.4	4.7004	98
3143	Men's nonathletic footwear		6	4	56.3	2.4818	92
3331	Primary copper		2	2	262.6	5.3134	100
3444	Sheet-metal work		8	4	49.2	.9111	85
Erath		All mfg.	9	5	66.1	.0044	74
Falls		All mfg.	7	2	51 2	.0034	84
Fannin		All mfg.	12	5	171.4	.0115	93
Fayette		All mfg.	12	1	61.5	.0041	10
Fisher		All mfg.	1	1	14.8	.0010	100
Floyd		All mfg.	1		5.8	.0004	0
Foard		All mfg.	1		.8	.0001	0
Fort Bend	114	All mfg.	40	16	730.4	.0488	89
3494	Valves & pipe fittings		3	2	52.9	.9420	93
3573	Electronic computing equipment		2	1	294.7	1.7266	98
Franklin		All mfg.	5	1	18.4	.0012	34
Freestone		All mfg.	5		9.7	.0006	0
Frio		All mfg.	1		3.6	.0002	0
Gaines		All mfg.	3		16.0	.0011	0
Galveston	99	All mfg.	55	18	4,505.6	.3011	97
2821	Plastics materials & synthetic resins		2	2	226.5	1.8486	100
2869	Industrial organic chemicals n.e.c.		4	3	799.7	3.1627	99
2911	Petroleum refining		2	2	3,027.9	2.7477	100
3731	Ship building & repairing		4	2	69.6	1.0500	93
Garza		All mfg.	1	1	10.1	.0007	100
Gillespie		All mfg.	6	1	27.7	.0019	60
Goliad		All mfg.	1		1.2	.0001	0
Gonzales		All mfg.	9	5	59.5	.0040	75
Gray		All mfg.	13	5	165.1	.0110	68
Grayson	257	All mfg.	69	32	1,044.6	.0698	85
3674	Semiconductors & related devices		1	1	96.9	1.9647	100
3842	Surgical appliances & supplies		1	1	55.8	1.7262	100
Gregg	155	All mfg.	91	30	970.6	.0649	78
2869	Industrial organic chemicals n.e.c.		1	1	247.6	.9792	100
3532	Mining machinery		1	1	59.8	2.4531	100
Grimes		All mfg.	11	4	71.2	.0048	78
Guadalupe	245	All mfg.	18	5	156.2	.0104	79
3651	Radio & TV receiving sets		1	1	64.8	1.0881	100
Hale		All mfg.	23	5	282.1	.0189	74
Hamilton		All mfg.	4	1	11.9	.0008	40
Hardeman		All mfg.	3	2	43.8	.0029	97
Hardin	29	All mfg.	9	3	325.8	.0218	73
2421	General sawmills & planing mills		5	2	58.1	.6047	87
2631	Paperboard mills		1	1	186.2	2.2994	100
Harris	114	All mfg.	1,343	401	20,316.6	1.3577	86
2011	Meat-packing plants		8	5	292.7	.7553	92
2044	Rice milling		5	5	480.1	36.3327	100
2051	Bread, cake, & related products		9	5	83.6	.8538	88
2095	Roasted coffee		3	3	433.0	8.5983	100
2611	Pulp mills		1	1	120.8	4.5683	100
2621	Paper mills, except building paper		2	2	210.1	1.3876	100
2653	Corrugated & solid fiber boxes		11	6	77.2	1.1256	79
2711	Newspapers		10	3	114.2	.8785	89
2751	Letterpress commercial printing		30	8	71.1	1.4776	68
2812	Alkalies & chlorine		7	4	318.7	14.4660	97
2813	Industrial gases		11	1	85.7	6.3038	69
2819	Industrial inorganic chemicals n.e.c.		14	4	174.2	1.9246	75
2821	Plastics materials & synthetic resins		21	13	872.5	7.1212	94

County SIC	Metro Area	Industry	Number Of Plants Total Plants	Number Of Plants Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	1979 (S&MM Est.) % Of U.S. Shipments	1979 (S&MM Est.) % In Large Plants
2822		Synthetic rubber	3	3	150.9	7.0314	100
2851		Paints & allied products	23	2	153.6	2.0037	27
2865		Cyclic crudes & intermediates	11	6	469.7	8.1959	91
2869		Industrial organic chemicals n.e.c	25	8	1,279.6	5.0606	83
2899		Chemical preparations n.e.c.	13	2	102.7	2.5164	60
2911		Petroleum refining	7	5	6,141.7	5.5734	98
3079		Miscellaneous plastics products	53	8	187.3	.8834	45
3273		Ready-mixed concrete	23	4	220.6	2.8016	64
3293		Gaskets, packing, & sealing devices	14	3	64.8	4.1898	58
3312		Blast furnaces & steel mills	2	2	756.4	1.5015	100
3317		Steel pipe & tubes	16	7	163.5	4.6002	84
3411		Metal cans	4	4	196.8	2.4485	100
3441		Fabricated structural metal	27	9	154.7	2.5105	77
3443		Fabricated plate work (boiler shops)	43	18	360.4	4.3236	81
3444		Sheet-metal work	28	7	109.6	2.0296	57
3448		Prefabricated metal buildings	10	8	111.1	8.8554	95
3449		Miscellaneous metal work	16	5	70.2	4.5593	69
3452		Bolts, nuts, rivets, & washers	10	4	70.7	1.8889	75
3462		Iron & steel forgings	8	4	82.0	2.9736	83
3463		Nonferrous forgings	1	1	107.3	19.9628	100
3479		Metal coating & allied services n.e.c.	16	5	142.4	7.9718	78
3494		Valves & pipe fittings	55	20	425.0	7.5682	80
3496		Miscellaneous fabricated wire products	14	3	25.0	1.6818	52
3498		Fabricated pipe & fittings	16	7	173.4	8.6917	83
3533		Oil-field machinery	69	34	1,098.8	24.0453	89
3536		Hoists, industrial cranes, & monorails	6	4	69.1	6.9805	96
3561		Pumps & pumping equipment	13	4	45.4	1.7043	66
3573		Electronic computing equipment	4	4	314.3	1.8415	100
3599		Machinery, except electrical, n.e.c.	42	4	143.1	1.3936	32
3662		Radio & TV communication equipment	10	3	90.1	.4617	71
3674		Semiconductors & related devices	1	1	96.9	1.9647	100
3731		Ship building & repairing	8	4	79.6	1.2009	93
3811		Engineering & scientific instruments	8	3	37.5	1.6457	78
Harrison	**155**	**All mfg.**	**36**	**11**	**295.2**	**.0197**	**72**
3483		Ammunition, except small-arms, n.e.c.	1	1	53.6	6.1716	100
Hartley		**All mfg.**	**1**		**1.6**	**.0001**	**0**
Hays	**22**	**All mfg.**	**13**	**3**	**67.2**	**.0045**	**49**
Hemphill		**All mfg.**	**1**		**3.8**	**.0003**	**0**
Henderson		**All mfg.**	**15**	**5**	**95.1**	**.0064**	**83**
Hidalgo	**161**	**All mfg.**	**69**	**29**	**567.7**	**.0379**	**77**
2033		Canned fruits & vegetables	9	9	119.1	1.7467	100
2327		Men's & boys' separate trousers	2	2	32.4	1.4346	100
Hill		**All mfg.**	**17**	**8**	**117.1**	**.0078**	**77**
Hockley		**All mfg.**	**5**		**21.2**	**.0014**	**0**
Hood	**66**	**All mfg.**	**2**		**4.9**	**.0003**	**0**
Hopkins		**All mfg.**	**20**	**5**	**155.9**	**.0104**	**52**
Houston		**All mfg.**	**17**	**7**	**146.9**	**.0098**	**78**
Howard		**All mfg.**	**19**	**5**	**812.7**	**.0543**	**95**
[illegible]		**All mfg.**	**33**	**16**	**494.4**	**.0330**	**91**
2341		Women's & children's underwear	3	3	51.6	2.8482	100
3721		Aircraft	2	2	287.9	1.5945	100
Hutchinson		**All mfg.**	**16**	**6**	**497.9**	**.0333**	**93**
Jack		**All mfg.**	**2**		**3.5**	**.0002**	**0**
Jackson		**All mfg.**	**1**		**1.2**	**.0001**	**0**
Jasper		**All mfg.**	**14**	**5**	**113.2**	**.0076**	**77**
Jefferson	**29**	**All mfg.**	**117**	**45**	**10,527.6**	**.7035**	**97**
2822		Synthetic rubber	3	3	104.5	4.8693	100
2869		Industrial organic chemicals n.e.c.	8	6	767.1	3.0337	96
2911		Petroleum refining	6	5	8,773.4	7.9616	99
3731		Ship building & repairing	4	3	139.6	2.1061	98
Jim Wells		**All mfg.**	**8**	**1**	**49.5**	**.0033**	**14**
Johnson	**66**	**All mfg.**	**36**	**10**	**223.2**	**.0149**	**73**
Jones	**1**	**All mfg.**	**7**	**3**	**36.9**	**.0025**	**37**
Karnes		**All mfg.**	**5**	**1**	**29.7**	**.0020**	**59**
Kaufman	**66**	**All mfg.**	**25**	**8**	**106.6**	**.0071**	**54**
Kendall		**All mfg.**	**2**	**1**	**12.3**	**.0008**	**72**
Kerr		**All mfg.**	**9**	**4**	**74.2**	**.0050**	**85**
Kimble		**All mfg.**	**1**		**4.9**	**.0003**	**0**
Kleberg		**All mfg.**	**3**	**1**	**21.3**	**.0014**	**82**
Lamar		**All mfg.**	**21**	**11**	**256.7**	**.0172**	**90**
2033		Canned fruits & vegetables	2	1	53.3	.7617	97
Lamb		**All mfg.**	**3**	**1**	**26.1**	**.0017**	**77**
Lampasas		**All mfg.**	**4**	**3**	**22.6**	**.0015**	**79**
La Salle		**All mfg.**	**1**		**3.0**	**.0002**	**0**
Lavaca		**All mfg.**	**25**	**9**	**122.2**	**.0082**	**45**
Lee		**All mfg.**	**3**	**1**	**17.9**	**.0012**	**67**
Leon		**All mfg.**	**3**	**1**	**53.8**	**.0036**	**88**
Liberty	**114**	**All mfg.**	**14**	**2**	**74.9**	**.0050**	**46**
Limestone		**All mfg.**	**7**	**3**	**29.6**	**.0020**	**72**
Live Oak		**All mfg.**	**3**		**46.7**	**.0031**	**0**
Llano		**All mfg.**	**2**		**6.8**	**.0005**	**0**
Lubbock	**159**	**All mfg.**	**98**	**25**	**790.7**	**.0528**	**72**
3531		Construction machinery	3	2	123.8	.8331	94
3873		Watches, clocks, & watchcases	1	1	40.9	3.0158	100
McCulloch		**All mfg.**	**7**	**1**	**30.3**	**.0020**	**55**
McLennan	**286**	**All mfg.**	**132**	**48**	**927.3**	**.0620**	**76**
3011		Tires & inner tubes	1	1	133.1	1.2350	100
3221		Glass containers	1	1	79.9	2.2345	100
Madison		**All mfg.**	**3**	**2**	**14.1**	**.0009**	**91**
Marion		**All mfg.**	**3**		**6.1**	**.0004**	**0**
Martin		**All mfg.**	**1**		**2.3**	**.0002**	**0**
Matagorda		**All mfg.**	**7**	**3**	**163.5**	**.0109**	**91**
Maverick		**All mfg.**	**8**	**5**	**73.6**	**.0049**	**75**
2328		Men's & boys' work clothing	5	5	55.4	1.5839	100
Medina		**All mfg.**	**7**	**2**	**60.0**	**.0040**	**70**
Menard		**All mfg.**	**1**		**1.8**	**.0001**	**0**
Midland	**173**	**All mfg.**	**25**	**11**	**216.0**	**.0144**	**87**
3574		Calculating & accounting machines	1	1	71.9	4.5521	100
Milam		**All mfg.**	**9**	**4**	**302.5**	**.0202**	**94**
3334		Primary aluminum	1	1	268.1	4.4243	100
Mills		**All mfg.**	**1**		**1.3**	**.0001**	**0**
Mitchell		**All mfg.**	**1**	**1**	**6.2**	**.0004**	**100**
Montague		**All mfg.**	**11**	**5**	**39.3**	**.0026**	**65**
Montgomery	**114**	**All mfg.**	**22**	**4**	**134.8**	**.0090**	**53**
Moore		**All mfg.**	**10**	**3**	**408.9**	**.0273**	**92**
Morris		**All mfg.**	**13**	**4**	**553.6**	**.0370**	**95**
3312		Blast furnaces & steel mills	1	1	504.3	1.0010	100
Nacogdoches		**All mfg.**	**23**	**10**	**198.7**	**.0133**	**79**
Navarro		**All mfg.**	**27**	**9**	**202.8**	**.0136**	**73**
Newton		**All mfg.**	**6**	**2**	**56.5**	**.0038**	**75**
Nolan		**All mfg.**	**15**	**8**	**183.3**	**.0122**	**89**
Nueces	**65**	**All mfg.**	**85**	**26**	**2,194.2**	**.1466**	**89**
2911		Petroleum refining	5	4	1,477.4	1.3407	98
Ochiltree		**All mfg.**	**2**	**1**	**30.0**	**.0020**	**92**
Orange	**29**	**All mfg.**	**29**	**13**	**854.3**	**.0571**	**92**
2821		Plastics materials & synthetic resins	3	2	336.0	2.7424	97
2822		Synthetic rubber	2	2	100.6	4.6876	100
3317		Steel pipe & tubes	1	1	110.5	3.1090	100
3731		Ship building & repairing	3	1	118.5	1.7878	94
Palo Pinto		**All mfg.**	**28**	**11**	**107.9**	**.0072**	**69**
Panola		**All mfg.**	**6**	**5**	**53.4**	**.0036**	**92**
Parker	**66**	**All mfg.**	**15**	**2**	**49.8**	**.0033**	**38**
Parmer		**All mfg.**	**3**	**1**	**135.3**	**.0090**	**91**
Polk		**All mfg.**	**8**	**4**	**71.5**	**.0048**	**83**
Potter	**9**	**All mfg.**	**79**	**18**	**939.3**	**.0628**	**80**
2011		Meat-packing plants	4	2	292.5	.7548	88
3483		Ammunition, except small-arms, n.e.c.	1	1	42.8	4.9290	100
Rains		**All mfg.**	**3**		**6.9**	**.0005**	**0**
Randall	**9**	**All mfg.**	**5**	**1**	**31.0**	**.0021**	**18**
Real		**All mfg.**	**1**		**1.2**	**.0001**	**0**
Red River		**All mfg.**	**9**	**4**	**43.9**	**.0029**	**77**
Reeves		**All mfg.**	**3**		**15.7**	**.0010**	**0**
Robertson		**All mfg.**	**8**	**1**	**24.8**	**.0017**	**31**
Rockwall	**66**	**All mfg.**	**5**	**1**	**71.7**	**.0048**	**84**
Runnels		**All mfg.**	**10**	**1**	**83.2**	**.0056**	**25**
Rusk		**All mfg.**	**24**	**6**	**137.6**	**.0092**	**42**
Sabine		**All mfg.**	**1**	**1**	**15.9**	**.0011**	**100**
San Augustine		**All mfg.**	**4**		**10.1**	**.0007**	**0**
San Patricio	**65**	**All mfg.**	**16**	**5**	**406.0**	**.0271**	**91**
San Saba		**All mfg.**	**2**		**3.4**	**.0002**	**0**
Scurry		**All mfg.**	**6**	**2**	**39.0**	**.0026**	**73**
Shackelford		**All mfg.**	**2**		**5.0**	**.0003**	**0**
Shelby		**All mfg.**	**12**	**4**	**135.9**	**.0091**	**85**
2016		Poultry-dressing plants	2	2	83.4	1.3028	100

1979 (S&MM Est.)

County SIC	Metro Area Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
TEXAS (cont.)						
Sherman	**All mfg.**	**1**		**3.9**	**.0003**	**0**
Smith	**281 All mfg.**	**70**	**25**	**1,661.3**	**.1110**	**92**
3011	Tires & inner tubes	2	2	295.8	2.7446	100
3321	Gray-iron foundries	1	1	145.6	1.8167	100
3585	Refrigeration & heating equipment	2	2	361.0	2.5647	100
Somervell	**All mfg.**	**1**		**.9**	**.0001**	**0**
Stephens	**All mfg.**	**10**	**2**	**34.3**	**.0023**	**34**
Swisher	**All mfg.**	**4**	**1**	**20.0**	**.0013**	**28**
Tarrant	**66 All mfg.**	**597**	**174**	**6,433.1**	**.4299**	**79**
2451	Mobile homes	10	5	85.0	2.4775	83
2711	Newspapers	7	4	73.3	.5639	91
3069	Fabricated rubber products n.e.c.	9	5	47.3	.9326	88
3079	Miscellaneous plastics products	32	9	144.9	.6834	62
3325	Steel foundries n.e.c.	1	1	78.8	3.1382	100
3441	Fabricated structural metal	14	5	49.1	.7968	61
3444	Sheet-metal work	20	4	59.7	1.1055	45
3483	Ammunition, except small-arms, n.e.c.	1	1	25.7	2.9591	100
3533	Oil-field machinery	4	3	115.2	2.5210	95
3585	Refrigeration & heating equipment	17	5	310.6	2.2066	78
3622	Industrial controls	1	1	97.4	3.2159	100
3662	Radio & TV communication equipment	5	4	155.9	.7988	97
3711	Motor vehicles & passenger-car bodies	2	1	1,049.8	1.3248	99
3721	Aircraft	3	3	1,281.7	7.0987	100
3728	Aircraft equipment n.e.c.	7	4	63.5	1.0293	88
Taylor	**1 All mfg.**	**52**	**13**	**467.3**	**.0312**	**50**
Terry	**All mfg.**	**5**	**1**	**64.1**	**.0043**	**81**
Titus	**All mfg.**	**7**	**4**	**85.9**	**.0057**	**65**
Tom Green	**244 All mfg.**	**33**	**12**	**287.0**	**.0192**	**69**
3842	Surgical appliances & supplies	1	1	55.8	1.7262	100
Travis	**22 All mfg.**	**150**	**24**	**1,213.6**	**.0811**	**70**
3572	Typewriters	1	1	258.7	16.5780	100
3573	Electronic computing equipment	4	1	218.0	1.2773	95
3662	Radio & TV communication equipment	6	3	103.7	.5314	87
Trinity	**All mfg.**	**4**	**1**	**87.5**	**.0058**	**8**
Tyler	**All mfg.**	**9**	**1**	**50.2**	**.0034**	**22**
Upshur	**All mfg.**	**6**	**2**	**29.1**	**.0019**	**48**
Uvalde	**All mfg.**	**8**	**3**	**31.4**	**.0021**	**53**
Val Verde	**All mfg.**	**7**	**2**	**69.5**	**.0046**	**88**
Van Zandt	**All mfg.**	**8**	**3**	**40.7**	**.0027**	**72**
Victoria	**284 All mfg.**	**18**	**7**	**225.3**	**.0151**	**86**
2821	Plastics materials & synthetic resins	1	1	132.9	1.0847	100
Walker	**All mfg.**	**11**	**1**	**32.8**	**.0022**	**26**
Waller	**114 All mfg.**	**1**		**6.0**	**.0004**	**0**
Ward	**All mfg.**	**1**		**3.8**	**.0003**	**0**
Washington	**All mfg.**	**13**	**3**	**43.2**	**.0029**	**57**
Webb	**144 All mfg.**	**27**	**10**	**166.0**	**.0111**	**68**
Wharton	**All mfg.**	**11**	**4**	**73.4**	**.0049**	**59**
Wheeler	**All mfg.**	**1**		**10.5**	**.0007**	**0**
Wichita	**293 All mfg.**	**71**	**25**	**567.1**	**.0379**	**76**
3211	Flat glass	1	1	68.6	3.5690	100
Wilbarger	**All mfg.**	**7**	**3**	**41.4**	**.0028**	**54**
Willacy	**All mfg.**	**7**	**3**	**30.7**	**.0021**	**51**
Williamson	**22 All mfg.**	**30**	**10**	**191.7**	**.0128**	**72**
Wilson	**All mfg.**	**3**	**1**	**12.6**	**.0008**	**48**
Winkler	**All mfg.**	**1**		**.8**	**.0001**	**0**
Wise	**66 All mfg.**	**15**	**1**	**37.4**	**.0025**	**15**
Wood	**All mfg.**	**6**	**2**	**22.8**	**.0015**	**54**
Yoakum	**All mfg.**	**1**		**5.8**	**.0004**	**0**
Young	**All mfg.**	**10**	**7**	**85.3**	**.0057**	**87**
Zavala	**All mfg.**	**2**	**2**	**80.1**	**.0054**	**100**
2033	Canned fruits & vegetables	2	2	80.1	1.1747	100
State Total	**All mfg.**	**6,806**	**2,149**	**88,807.9**	**5.9350**	**83**

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20 + employees. **Large Plants:** 100 + employees. **All mfg.:** Totals for all plants with 20 + employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100 + employees; if the share is 99.5% or more, it shows as 100%.

1979 (S&MM Est.)

County SIC	Metro Area Industry	Number Of Plants: Total Plants	Number Of Plants: Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
UTAH						
Beaver	**All mfg.**	**2**		**3.6**	**.0002**	**0**
Box Elder	**All mfg.**	**13**	**4**	**352.9**	**.0236**	**94**
3724	Aircraft engines & engine parts	1	1	306.4	3.6172	100
Cache	**All mfg.**	**32**	**14**	**604.8**	**.0404**	**86**
2022	Natural & processed cheese	4	4	279.0	3.8283	100
Carbon	**All mfg.**	**5**	**2**	**15.2**	**.0010**	**67**
Davis	**243 All mfg.**	**47**	**15**	**530.9**	**.0355**	**59**
Duchesne	**All mfg.**	**4**		**7.7**	**.0005**	**0**
Emery	**All mfg.**	**2**		**7.1**	**.0005**	**0**
Garfield	**All mfg.**	**5**	**1**	**18.2**	**.0012**	**62**
Grand	**All mfg.**	**2**	**1**	**11.9**	**.0008**	**92**
Iron	**All mfg.**	**7**	**1**	**30.5**	**.0020**	**35**
Juab	**All mfg.**	**5**	**4**	**43.0**	**.0029**	**98**
Kane	**All mfg.**	**1**		**2.2**	**.0001**	**0**
Millard	**All mfg.**	**5**		**12.9**	**.0009**	**0**
Morgan	**All mfg.**	**4**	**1**	**26.4**	**.0018**	**75**
Piute	**All mfg.**	**1**	**1**	**7.5**	**.0005**	**100**
Rich	**All mfg.**	**1**		**4.7**	**.0003**	**0**
Salt Lake	**243 All mfg.**	**437**	**106**	**5,175.3**	**.3459**	**83**
2026	Fluid milk	7	5	166.1	1.1774	95
2331	Women's & misses' blouses	4	3	58.1	2.5808	95
2711	Newspapers	4	3	46.9	.3608	94
2911	Petroleum refining	6	5	1,813.4	1.6456	98
3331	Primary copper	1	1	367.5	7.4360	100
3441	Fabricated structural metal	25	5	73.6	1.1944	51
3532	Mining machinery	4	2	69.6	2.8552	91
3573	Electronic computing equipment	3	3	284.1	1.6645	100
3589	Service-industry machinery n.e.c.	1	1	106.7	3.8426	100
3724	Aircraft engines & engine parts	1	1	162.6	1.9196	100
3841	Surgical & medical instruments	5	2	105.9	4.9270	96
San Juan	**All mfg.**	**6**	**1**	**32.1**	**.0021**	**12**
Sanpete	**All mfg.**	**8**	**3**	**35.3**	**.0024**	**72**
Sevier	**All mfg.**	**10**	**1**	**65.0**	**.0043**	**22**
Summit	**All mfg.**	**5**	**1**	**26.8**	**.0018**	**72**
Tooele	**243 All mfg.**	**10**	**1**	**29.6**	**.0020**	**17**
Uintah	**All mfg.**	**8**		**19.6**	**.0013**	**0**
Utah	**221 All mfg.**	**78**	**22**	**1,009.9**	**.0675**	**84**
3312	Blast furnaces & steel mills	1	1	630.4	1.2514	100
Wasatch	**All mfg.**	**2**	**1**	**13.4**	**.0009**	**60**
Washington	**All mfg.**	**10**	**3**	**42.8**	**.0029**	**63**
Weber	**243 All mfg.**	**64**	**26**	**650.2**	**.0435**	**79**
State Total	**All mfg.**	**774**	**209**	**8,779.5**	**.5867**	**80**
VERMONT						
Addison	**All mfg.**	**13**	**6**	**99.9**	**.0067**	**91**
Bennington	**All mfg.**	**38**	**16**	**255.4**	**.0171**	**78**
Caledonia	**All mfg.**	**17**	**4**	**77.4**	**.0052**	**57**
Chittenden	**47 All mfg.**	**49**	**15**	**372.5**	**.0249**	**59**
3679	Electronic components n.e.c.	2	1	80.4	1.7571	99
Essex	**All mfg.**	**4**	**3**	**45.2**	**.0030**	**98**
Franklin	**All mfg.**	**24**	**7**	**209.2**	**.0140**	**73**
Grand Isle	**All mfg.**	**1**		**.6**		**0**
Lamoille	**All mfg.**	**13**	**2**	**22.6**	**.0015**	**38**
Orange	**All mfg.**	**18**	**6**	**79.9**	**.0053**	**63**
Orleans	**All mfg.**	**19**	**6**	**105.6**	**.0071**	**51**
Rutland	**All mfg.**	**39**	**12**	**301.5**	**.0201**	**77**
3724	Aircraft engines & engine parts	2	1	144.9	1.7106	96
Washington	**All mfg.**	**55**	**7**	**119.5**	**.0080**	**41**
3281	Cut stone & stone products	29	4	33.8	6.7010	44
Windham	**All mfg.**	**42**	**12**	**263.2**	**.0176**	**72**
2732	Book printing	2	1	43.5	3.1634	93
Windsor	**All mfg.**	**41**	**15**	**237.5**	**.0159**	**75**
3541	Metal-cutting machine tools	4	4	69.3	3.8351	100
State Total	**All mfg.**	**373**	**111**	**2,190.0**	**.1464**	**69**
VIRGINIA						
Accomack	**All mfg.**	**13**	**6**	**120.6**	**.0081**	**85**
Albemarle	**All mfg.**	**34**	**17**	**458.1**	**.0306**	**91**
2037	Frozen fruits & vegetables	1	1	45.5	1.4782	100

County SIC	Metro Area	Industry	Number Of Plants Total Plants	 Large Plants	1979 (S&MM Est.) Total Shipments ($Mil.)	 % Of U.S. Shipments	 % In Large Plants
3662		Radio & TV communication equipment	3	1	76.5	.3920	91
Alleghany		**All mfg.**	**10**	**5**	**502.2**	**.0336**	**97**
2631		Paperboard mills	1	1	186.2	2.2994	100
2819		Industrial inorganic chemicals n.e.c.	2	1	174.7	1.9301	98
2824		Noncellulosic synthetic organic fibers	1	1	102.3	1.4027	100
Amelia		**All mfg.**	**4**		**7.1**	**.0005**	**0**
Amherst	**160**	**All mfg.**	**10**	**2**	**48.9**	**.0033**	**57**
Appomattox	**160**	**All mfg.**	**4**	**2**	**13.1**	**.0009**	**81**
Arlington	**287**	**All mfg.**	**67**	**13**	**309.9**	**.0207**	**64**
2731		Book publishing	1	1	75.8	1.5501	100
Augusta		**All mfg.**	**45**	**15**	**718.4**	**.0480**	**91**
2311		Men's & boys' suits & coats	3	2	50.6	1.7626	97
2824		Noncellulosic synthetic organic fibers	2	2	299.8	4.1107	100
3613		Switchgear & switchboard apparatus	2	1	113.2	2.6051	97
Bath		**All mfg.**	**1**		**1.8**	**.0001**	**0**
Bedford		**All mfg.**	**16**	**7**	**191.1**	**.0128**	**72**
3069		Fabricated rubber products n.e.c.	2	2	51.9	1.0232	100
Bland		**All mfg.**	**2**	**1**	**9.2**	**.0006**	**82**
Botetourt	**232**	**All mfg.**	**9**	**4**	**49.1**	**.0033**	**79**
Brunswick		**All mfg.**	**13**	**4**	**64.1**	**.0043**	**46**
Buchanan		**All mfg.**	**4**		**12.2**	**.0008**	**0**
Buckingham		**All mfg.**	**5**	**1**	**17.9**	**.0012**	**55**
Campbell	**160**	**All mfg.**	**103**	**43**	**1,325.1**	**.0886**	**87**
2339		Women's & misses' outerwear n.e.c.	7	5	29.6	1.0142	86
2492		Particleboard	1	1	83.1	17.1907	100
2819		Industrial inorganic chemicals n.e.c.	1	1	100.5	1.1103	100
3321		Gray-iron foundries	3	3	165.9	2.0699	100
3662		Radio & TV communication equipment	1	1	278.5	1.4270	100
Caroline		**All mfg.**	**9**	**1**	**28.4**	**.0019**	**16**
Carroll		**All mfg.**	**8**	**3**	**60.6**	**.0040**	**83**
Charlotte		**All mfg.**	**11**	**4**	**61.1**	**.0041**	**75**
Chesterfield	**230**	**All mfg.**	**21**	**3**	**86.9**	**.0058**	**47**
Clarke		**All mfg.**	**3**	**3**	**45.5**	**.0030**	**100**
Craig	**232**	**All mfg.**	**1**		**1.5**	**.0001**	**0**
Culpeper		**All mfg.**	**9**	**6**	**62.7**	**.0042**	**85**
Dickenson		**All mfg.**	**2**	**1**	**11.1**	**.0007**	**73**
Dinwiddie	**210**	**All mfg.**	**34**	**12**	**1,039.0**	**.0694**	**94**
2111		Cigarettes	1	1	854.5	10.7159	100
Essex		**All mfg.**	**4**	**2**	**39.3**	**.0026**	**92**
Fairfax	**287**	**All mfg.**	**94**	**30**	**618.1**	**.0413**	**73**
3662		Radio & TV communication equipment	10	5	122.0	.6251	88
Fauquier		**All mfg.**	**8**	**1**	**22.9**	**.0015**	**24**
Floyd		**All mfg.**	**4**	**3**	**25.8**	**.0017**	**95**
Fluvanna		**All mfg.**	**3**	**1**	**34.8**	**.0023**	**77**
Franklin		**All mfg.**	**25**	**12**	**226.2**	**.0151**	**84**
Frederick		**All mfg.**	**41**	**18**	**355.3**	**.0237**	**81**
Giles		**All mfg.**	**7**	**2**	**77.6**	**.0052**	**77**
2823		Cellulosic man-made fibers	1	1	56.7	4.9382	100
Gloucester	**193**	**All mfg.**	**7**		**14.7**	**.0010**	**0**
Goochland	**230**	**All mfg.**	**1**		**1.0**	**.0001**	**0**
Grayson		**All mfg.**	**30**	**13**	**225.1**	**.0150**	**80**
2511		Wood household furniture	3	3	53.9	1.0501	100
Greensville		**All mfg.**	**16**	**6**	**80.8**	**.0054**	**67**
Halifax		**All mfg.**	**17**	**10**	**162.5**	**.0109**	**93**
Hampton Ind. City	**193**	**All mfg.**	**31**	**6**	**135.2**	**.0090**	**38**
Hanover	**230**	**All mfg.**	**26**	**4**	**79.5**	**.0053**	**34**
Henrico	**230**	**All mfg.**	**275**	**92**	**4,124.5**	**.2756**	**89**
2052		Cookies & crackers	3	3	146.1	4.7141	100
2111		Cigarettes	2	2	1,435.4	18.0008	100
2311		Men's & boys' suits & coats	2	2	43.0	1.4978	100
2643		Bags, except textile bags	6	3	89.8	2.1145	83
2653		Corrugated & solid fiber boxes	9	7	61.1	.8909	91
2711		Newspapers	2	1	45.8	.3523	97
2751		Letterpress commercial printing	12	2	33.7	.7004	64
2752		Lithographic commercial printing	17	3	75.0	.9386	54
2824		Noncellulosic synthetic organic fibers	1	1	296.8	4.0695	100
2834		Pharmaceutical preparations	2	1	138.0	1.0780	97
3079		Miscellaneous plastics products	5	2	99.7	.4702	91
3559		Special-industry machinery n.e.c.	11	5	85.0	1.2561	81
3661		Telephone & telegraph apparatus	1	1	54.5	.6279	100
Henry		**All mfg.**	**53**	**32**	**1,219.0**	**.0815**	**96**
2211		Cotton-weaving mills	1	1	38.9	.8620	100
2253		Knit-outerwear mills	4	4	106.0	4.7076	100
2321		Men's & boys' shirts & nightwear	1	1	47.8	1.4153	100
2492		Particleboard	1	1	34.3	7.0956	100
2511		Wood household furniture	7	7	283.5	5.5233	100
2824		Noncellulosic synthetic organic fibers	1	1	409.4	5.6134	100
Highland		**All mfg.**	**2**	**1**	**4.6**	**.0003**	**65**
Isle of Wight		**All mfg.**	**5**	**3**	**501.4**	**.0335**	**98**
2011		Meat-packing plants	2	2	479.5	1.2374	100
James City	**193**	**All mfg.**	**4**	**1**	**17.5**	**.0012**	**50**
King and Queen		**All mfg.**	**2**		**2.8**	**.0002**	**0**
King George		**All mfg.**	**2**	**1**	**12.6**	**.0008**	**87**
King William		**All mfg.**	**4**	**1**	**87.1**	**.0058**	**92**
Lancaster		**All mfg.**	**12**	**1**	**41.2**	**.0028**	**19**
Lee		**All mfg.**	**6**	**2**	**24.1**	**.0016**	**66**
Loudoun	**287**	**All mfg.**	**12**	**1**	**50.9**	**.0034**	**4**
Louisa		**All mfg.**	**9**	**3**	**29.1**	**.0019**	**68**
Lunenburg		**All mfg.**	**15**	**7**	**76.7**	**.0051**	**69**
Madison		**All mfg.**	**6**	**1**	**18.0**	**.0012**	**53**
Mathews		**All mfg.**	**1**		**2.0**	**.0001**	**0**
Mecklenburg		**All mfg.**	**21**	**12**	**145.8**	**.0097**	**82**
Middlesex		**All mfg.**	**1**		**3.7**	**.0002**	**0**
Montgomery		**All mfg.**	**30**	**15**	**375.7**	**.0251**	**86**
2892		Explosives	1	1	126.2	16.4903	100
3621		Motors & generators	3	3	49.8	1.0652	100
Nelson		**All mfg.**	**6**	**1**	**36.9**	**.0025**	**81**
3281		Cut stone & stone products	2	1	30.4	6.0270	98
New Kent	**230**	**All mfg.**	**4**		**15.2**	**.0010**	**0**
Newport News I. C.	**193**	**All mfg.**	**36**	**16**	**817.0**	**.0546**	**94**
3731		Ship building & repairing	2	2	536.1	8.0879	100
Norfolk	**195**	**All mfg.**	**164**	**50**	**2,295.1**	**.1534**	**84**
2435		Hardwood veneer & plywood	4	3	33.2	3.0947	94
2711		Newspapers	2	1	43.3	.3331	93
3651		Radio & TV receiving sets	1	1	194.8	3.2644	100
3711		Motor vehicles & passenger-car bodies	2	1	480.4	.6063	96
3731		Ship building & repairing	7	6	138.6	2.0910	99
Northampton		**All mfg.**	**7**	**4**	**40.8**	**.0027**	**81**
Northumberland		**All mfg.**	**9**	**1**	**83.0**	**.0055**	**65**
Nottoway		**All mfg.**	**16**	**6**	**72.1**	**.0048**	**66**
Orange		**All mfg.**	**18**	**5**	**149.3**	**.0100**	**81**
Page		**All mfg.**	**9**	**5**	**143.6**	**.0096**	**92**
2328		Men's & boys' work clothing	2	1	60.1	1.7183	95
Patrick		**All mfg.**	**7**	**5**	**53.1**	**.0035**	**93**
Pittsylvania	**68**	**All mfg.**	**49**	**22**	**711.0**	**.0475**	**90**
2141		Tobacco stemming & redrying	5	5	171.7	6.6173	100
2211		Cotton-weaving mills	1	1	107.3	2.3777	100
3011		Tires & inner tubes	1	1	177.0	1.6423	100
3524		Lawn & garden equipment	1	1	50.3	3.2147	100
Powhatan	**230**	**All mfg.**	**5**		**10.5**	**.0007**	**0**
Prince Edward		**All mfg.**	**8**	**4**	**43.7**	**.0029**	**84**
Prince George	**210**	**All mfg.**	**18**	**7**	**641.3**	**.0429**	**94**
2812		Alkalies & chlorine	1	1	141.1	6.4046	100
2824		Noncellulosic synthetic organic fibers	2	2	261.1	3.5800	100
Prince William	**287**	**All mfg.**	**23**	**3**	**257.5**	**.0172**	**82**
3679		Electronic components n.e.c.	1	1	39.9	.8720	100
Pulaski		**All mfg.**	**23**	**11**	**219.2**	**.0146**	**88**
2511		Wood household furniture	3	2	82.2	1.6015	98
Rappahannock		**All mfg.**	**2**	**1**	**11.2**	**.0007**	**63**
Richmond		**All mfg.**	**5**	**2**	**26.9**	**.0018**	**81**
Roanoke	**232**	**All mfg.**	**122**	**39**	**1,172.0**	**.0783**	**79**
2511		Wood household furniture	2	2	51.9	1.0111	100
3622		Industrial controls	1	1	151.9	5.0154	100
Rockbridge		**All mfg.**	**18**	**6**	**186.1**	**.0124**	**76**
2272		Tufted carpets & rugs	1	1	85.7	1.8791	100
Rockingham		**All mfg.**	**48**	**21**	**475.2**	**.0318**	**82**
2016		Poultry-dressing plants	3	3	104.1	1.6261	100
Russell		**All mfg.**	**4**	**1**	**15.7**	**.0010**	**58**
Scott	**126**	**All mfg.**	**7**	**5**	**53.9**	**.0036**	**93**
Shenandoah		**All mfg.**	**31**	**12**	**176.5**	**.0118**	**75**
Smyth		**All mfg.**	**24**	**16**	**222.4**	**.0149**	**94**
2321		Men's & boys' shirts & nightwear	3	3	42.7	1.2643	100
Southampton		**All mfg.**	**23**	**8**	**313.7**	**.0210**	**87**
2492		Particleboard	1	1	24.4	5.0476	100

1979 (S&MM Est.)

VIRGINIA (Southampton, cont.)

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
2621		Paper mills, except building paper	1	1	131.3	.8672	100
Spotsylvania		All mfg.	29	8	134.9	.0090	68
Stafford		All mfg.	2		3.2	.0002	0
Suffolk Ind. City	195	All mfg.	35	4	205.8	.0138	50
2065		Confectionery products	3	2	82.3	1.9949	94
Surry		All mfg.	2		18.0	.0012	0
Sussex		All mfg.	7	3	28.3	.0019	59
Tazewell		All mfg.	46	12	269.8	.0180	70
Warren		All mfg.	8	4	167.5	.0112	95
2823		Cellulosic man-made fibers	1	1	123.2	10.7298	100
Washington	126	All mfg.	54	28	514.5	.0344	88
Westmoreland		All mfg.	8	2	46.3	.0031	64
Wise		All mfg.	13	3	191.3	.0128	77
3312		Blast furnaces & steel mills	3	1	143.7	.2852	88
Wythe		All mfg.	16	8	68.1	.0046	87
York	193	All mfg.	7	5	433.0	.0289	99
State Total		All mfg.	2,125	762	24,404.7	1.6309	85

WASHINGTON

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
Adams		All mfg.	2	1	35.9	.0024	95
Asotin		All mfg.	3		8.9	.0006	0
Benton	229	All mfg.	20	7	179.2	.0120	74
Chelan		All mfg.	29	11	376.3	.0251	83
3334		Primary aluminum	2	1	187.7	3.0975	95
Clallam		All mfg.	27	5	257.1	.0172	60
Clark	218	All mfg.	59	20	1,157.2	.0773	88
2436		Softwood veneer & plywood	3	2	103.1	2.9546	92
2621		Paper mills, except building paper	2	2	433.7	2.8644	100
3334		Primary aluminum	1	1	312.9	5.1636	100
Columbia		All mfg.	1	1	6.1	.0004	100
Cowlitz		All mfg.	39	14	813.8	.0544	87
2421		General sawmills & planing mills	5	2	169.3	1.7621	92
2631		Paperboard mills	1	1	124.1	1.5325	100
3334		Primary aluminum	1	1	178.8	2.9506	100
Douglas		All mfg.	1	1	20.2	.0013	100
Ferry		All mfg.	2		9.4	.0006	0
Franklin	229	All mfg.	11	5	106.9	.0071	76
2037		Frozen fruits & vegetables	2	2	50.1	1.6277	100
Grant		All mfg.	11	4	122.4	.0082	84
Grays Harbor		All mfg.	55	20	1,145.8	.0766	93
2411		Logging camps & contractors	7	4	622.6	12.6710	96
2611		Pulp mills	2	2	211.3	7.9908	100
Island		All mfg.	6	2	35.0	.0023	70
Jefferson		All mfg.	5	2	72.4	.0048	84
King	255	All mfg.	654	156	7,642.0	.5107	82
2026		Fluid milk	8	6	231.1	1.6382	94
2051		Bread, cake, & related products	13	9	135.2	1.3808	93
2086		Bottled & canned soft drinks	6	3	78.9	.8009	85
2091		Canned & cured seafoods	12	5	128.0	8.5958	79
2329		Men's & boys' clothing n.e.c.	9	7	30.0	2.7437	93
2711		Newspapers	11	3	122.5	.9424	88
2751		Letterpress commercial printing	18	3	34.3	.7128	45
3273		Ready-mixed concrete	12	4	141.5	1.7971	79
3312		Blast furnaces & steel mills	2	2	203.4	.4038	100
3441		Fabricated structural metal	11	3	54.3	.8812	71
3559		Special-industry machinery n.e.c.	6	1	372.2	5.5001	96
3599		Machinery, except electrical, n.e.c.	26	3	88.6	.8629	43
3662		Radio & TV communication equipment	8	5	515.6	2.6419	99
3713		Truck & bus bodies	5	1	68.1	1.9692	88
3721		Aircraft	2	2	1,360.0	7.5323	100
3728		Aircraft equipment n.e.c.	13	2	75.4	1.2222	56
3731		Ship building & repairing	9	5	231.7	3.4956	96
3732		Boat building & repairing	8	2	69.9	3.0931	84
3743		Railroad equipment	1	1	158.5	2.9915	100
3761		Guided missiles & space vehicles	1	1	1,094.2	16.6972	100
Kitsap	41	All mfg.	17	3	57.8	.0039	34
Kittitas		All mfg.	10	4	91.6	.0061	70
Klickitat		All mfg.	9	4	196.6	.0131	89
Lewis		All mfg.	51	17	471.1	.0315	67
2411		Logging camps & contractors	13	2	264.8	5.3891	63
Lincoln		All mfg.	2	1	12.3	.0008	59
Mason		All mfg.	8	3	126.2	.0084	77
2661		Building-paper & building-board mills	1	1	85.6	12.8955	100
Okanogan		All mfg.	15	2	122.0	.0082	47
2421		General sawmills & planing mills	4	2	63.4	.6599	91
Pacific		All mfg.	16	3	123.2	.0082	48
Pend Oreille		All mfg.	3	1	46.3	.0031	73
Pierce	270	All mfg.	179	52	1,614.2	.1079	72
2421		General sawmills & planing mills	7	3	106.9	1.1127	91
Skagit		All mfg.	31	13	1,133.9	.0758	95
Skamania		All mfg.	4	3	38.7	.0026	86
Snohomish	255	All mfg.	109	29	1,558.7	.1042	85
2037		Frozen fruits & vegetables	6	3	76.6	2.4886	92
2421		General sawmills & planing mills	9	4	114.9	1.1959	87
2647		Sanitary paper products	1	1	193.1	3.4800	100
3662		Radio & TV communication equipment	2	2	70.5	.3612	100
3721		Aircraft	1	1	593.8	3.2887	100
3825		Electricity-measuring instruments	1	1	41.6	1.4279	100
Spokane	262	All mfg.	154	35	1,713.6	.1145	74
3334		Primary aluminum	1	1	268.1	4.4243	100
3353		Aluminum sheet, plate, & foil	1	1	525.0	7.2199	100
Stevens		All mfg.	14	2	68.7	.0046	32
Thurston	199	All mfg.	26	11	223.9	.0150	76
Wahkiakum		All mfg.	1	1	54.2	.0036	100
Walla Walla		All mfg.	20	6	182.2	.0122	79
Whatcom		All mfg.	46	18	1,282.2	.0857	91
2091		Canned & cured seafoods	4	2	78.8	5.2918	92
2611		Pulp mills	1	1	120.8	4.5683	100
3334		Primary aluminum	1	1	232.3	3.8335	100
Whitman		All mfg.	2		9.0	.0006	0
Yakima	298	All mfg.	96	23	576.4	.0385	59
2033		Canned fruits & vegetables	10	6	118.2	1.7335	94
State Total		All mfg.	1,738	480	21,691.4	1.4496	81

WEST VIRGINIA

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
Barbour		All mfg.	5		9.2	.0006	0
Berkeley		All mfg.	24	11	275.7	.0184	87
3714		Motor-vehicle parts & accessories	2	2	81.5	.2621	100
Boone		All mfg.	1		1.8	.0001	0
Braxton		All mfg.	4	1	12.8	.0009	41
Brooke	267	All mfg.	19	9	302.3	.0202	88
Cabell	115	All mfg.	65	20	1,109.5	.0741	88
3221		Glass containers	2	2	104.1	2.9113	100
3312		Blast furnaces & steel mills	1	1	132.4	.2628	100
3356		Nonferrous rolling & drawing n.e.c.	1	1	353.0	13.6404	100
3743		Railroad equipment	1	1	85.7	1.6175	100
Calhoun		All mfg.	2	1	8.4	.0006	95
Clay		All mfg.	2		2.9	.0002	0
Doddridge		All mfg.	3		4.3	.0003	0
Fayette		All mfg.	8	2	123.0	.0082	91
3313		Electrometallurgical products	1	1	94.6	8.3761	100
Gilmer		All mfg.	2	1	20.5	.0014	76
Grant		All mfg.	6	1	18.1	.0012	28
Greenbrier		All mfg.	15	6	82.3	.0055	65
Hampshire		All mfg.	5	1	12.9	.0009	38
Hancock	267	All mfg.	29	14	2,018.2	.1349	98
3262		Vitreous china food utensils	1	1	45.1	21.7140	100
3312		Blast furnaces & steel mills	1	1	1,603.3	3.1826	100
Hardy		All mfg.	3	2	23.6	.0016	91
Harrison		All mfg.	37	14	281.9	.0188	72

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
Jackson		**All mfg.**	**3**	**1**	**779.9**	**.0521**	**99**
3353		Aluminum sheet, plate, & foil	1	1	775.1	10.6593	100
Jefferson		**All mfg.**	**12**	**4**	**98.5**	**.0066**	**79**
Kanawha	**52**	**All mfg.**	**86**	**23**	**2,526.2**	**.1688**	**92**
2812		Alkalies & chlorine	1	1	117.9	5.3516	100
2823		Cellulosic man-made fibers	1	1	58.2	5.0688	100
2824		Noncellulosic synthetic organic fibers	1	1	174.0	2.3858	100
2869		Industrial organic chemicals n.e.c.	7	5	1,493.4	5.9061	98
Lewis		**All mfg.**	**7**	**4**	**53.8**	**.0036**	**91**
Lincoln		**All mfg.**	**1**	**1**	**4.8**	**.0003**	**100**
Logan		**All mfg.**	**12**	**2**	**38.0**	**.0025**	**39**
McDowell		**All mfg.**	**3**		**8.5**	**.0006**	**0**
Marion		**All mfg.**	**33**	**10**	**353.6**	**.0236**	**87**
3221		Glass containers	2	1	60.5	1.6920	93
3641		Electric lamps	1	1	88.0	4.8810	100
Marshall	**291**	**All mfg.**	**15**	**6**	**355.4**	**.0238**	**89**
3944		Games, toys, & children's vehicles	1	1	62.0	1.8690	100
Mason		**All mfg.**	**10**	**4**	**162.3**	**.0108**	**88**
Mercer		**All mfg.**	**26**	**10**	**145.4**	**.0097**	**68**
Mineral		**All mfg.**	**9**	**4**	**95.0**	**.0063**	**83**
Mingo		**All mfg.**	**12**		**32.2**	**.0022**	**0**
Monongalia		**All mfg.**	**29**	**11**	**188.9**	**.0126**	**74**
Monroe		**All mfg.**	**2**	**1**	**15.1**	**.0010**	**87**
Morgan		**All mfg.**	**5**	**2**	**37.4**	**.0025**	**80**
Nicholas		**All mfg.**	**17**	**4**	**74.8**	**.0050**	**52**
Ohio	**291**	**All mfg.**	**38**	**14**	**421.1**	**.0281**	**80**
3312		Blast furnaces & steel mills	1	1	145.0	.2878	100
Pendelton		**All mfg.**	**4**	**1**	**24.0**	**.0016**	**75**
Pleasants		**All mfg.**	**2**	**2**	**262.0**	**.0175**	**100**
Pocahontas		**All mfg.**	**4**	**1**	**19.7**	**.0013**	**66**
Preston		**All mfg.**	**9**	**2**	**42.2**	**.0028**	**28**
Putnam	**52**	**All mfg.**	**5**	**2**	**30.2**	**.0020**	**72**
Raleigh		**All mfg.**	**25**	**5**	**91.3**	**.0061**	**47**
Randolph		**All mfg.**	**20**	**5**	**64.4**	**.0043**	**45**
Ritchie		**All mfg.**	**11**	**4**	**49.8**	**.0033**	**47**
Roane		**All mfg.**	**6**	**3**	**73.1**	**.0049**	**89**
Summers		**All mfg.**	**3**	**1**	**7.6**	**.0005**	**49**
Taylor		**All mfg.**	**4**	**3**	**26.2**	**.0018**	**96**
Tucker		**All mfg.**	**8**	**3**	**65.1**	**.0044**	**80**
Tyler		**All mfg.**	**2**	**1**	**108.5**	**.0073**	**97**
Upshur		**All mfg.**	**7**	**3**	**48.5**	**.0032**	**82**
Wayne	**115**	**All mfg.**	**14**	**4**	**140.5**	**.0094**	**72**
Webster		**All mfg.**	**4**		**7.6**	**.0005**	**0**
Wetzel		**All mfg.**	**11**	**5**	**233.8**	**.0156**	**93**
Wood	**205**	**All mfg.**	**51**	**21**	**884.6**	**.0591**	**88**
2821		Plastics materials & synthetic resins	2	2	408.5	3.3341	100
3229		Pressed & blown glass n.e.c.	3	3	51.3	1.9242	100
3423		Hand & edge tools n.e.c.	1	1	77.5	3.0815	100
Wyoming		**All mfg.**	**6**		**13.6**	**.0009**	**0**
State Total		**All mfg.**	**746**	**250**	**11,891.0**	**.7947**	**88**

WISCONSIN

County SIC	Metro Area	Industry	Number Of Plants		Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
			Total Plants	Large Plants			
Adams		**All mfg.**	**4**	**1**	**16.0**	**.0011**	**67**
Ashland		**All mfg.**	**12**	**4**	**65.1**	**.0044**	**62**
Barron		**All mfg.**	**36**	**12**	**253.0**	**.0169**	**64**
Bayfield		**All mfg.**	**3**	**1**	**11.9**	**.0008**	**78**
Brown	**105**	**All mfg.**	**112**	**35**	**2,181.3**	**.1458**	**88**
2621		Paper mills, except building paper	4	4	337.0	2.2258	100
2647		Sanitary paper products	7	5	835.2	15.0519	98
3554		Paper-industries machinery	6	2	96.4	7.3330	87
Buffalo		**All mfg.**	**1**		**11.8**	**.0008**	**0**
Burnett		**All mfg.**	**9**		**23.0**	**.0015**	**0**
Calumet	**16**	**All mfg.**	**23**	**7**	**422.7**	**.0282**	**78**
3519		Internal-combustion engines n.e.c.	1	1	188.2	2.1485	100
Chippewa	**78**	**All mfg.**	**30**	**12**	**182.6**	**.0122**	**81**
Clark		**All mfg.**	**23**	**3**	**109.8**	**.0073**	**30**
Columbia		**All mfg.**	**44**	**12**	**187.8**	**.0126**	**53**
Crawford		**All mfg.**	**10**	**3**	**93.4**	**.0062**	**87**
Dane	**163**	**All mfg.**	**162**	**46**	**2,105.7**	**.1407**	**83**
2011		Meat-packing plants	1	1	701.7	1.8107	100
2439		Structural wood members n.e.c.	4	2	39.5	4.6037	92
3551		Food-products machinery	4	2	67.7	2.3680	92
3692		Dry & wet primary batteries	1	1	60.9	8.5847	100
Dodge		**All mfg.**	**55**	**18**	**416.3**	**.0278**	**76**
2033		Canned fruits & vegetables	7	5	72.2	1.0589	89
3524		Lawn & garden equipment	1	1	69.5	4.4417	100
Door		**All mfg.**	**17**	**8**	**235.2**	**.0157**	**90**
3731		Ship building & repairing	2	2	93.9	1.4166	100
Douglas	**77**	**All mfg.**	**15**	**4**	**273.9**	**.0183**	**78**
Dunn		**All mfg.**	**11**	**2**	**60.9**	**.0041**	**56**
Eau Claire	**78**	**All mfg.**	**32**	**11**	**617.2**	**.0412**	**85**
3011		Tires & inner tubes	1	1	198.8	1.8446	100
Florence		**All mfg.**	**1**		**1.6**	**.0001**	**0**
Fond du Lac		**All mfg.**	**63**	**21**	**736.4**	**.0492**	**77**
3519		Internal-combustion engines n.e.c.	2	1	172.6	1.9705	96
3541		Metal-cutting machine tools	1	1	23.4	1.2950	100
Forest		**All mfg.**	**3**	**2**	**17.1**	**.0011**	**85**
Grant		**All mfg.**	**12**		**67.6**	**.0045**	**0**
Green		**All mfg.**	**20**	**8**	**136.2**	**.0091**	**53**
Green Lake		**All mfg.**	**29**	**3**	**114.8**	**.0077**	**45**
Iowa		**All mfg.**	**5**		**8.8**	**.0006**	**0**
Iron		**All mfg.**	**5**	**2**	**32.0**	**.0021**	**89**
Jackson		**All mfg.**	**9**	**2**	**92.5**	**.0062**	**73**
Jefferson		**All mfg.**	**68**	**23**	**676.3**	**.0452**	**83**
3079		Miscellaneous plastics products	6	3	69.2	.3264	95
Juneau		**All mfg.**	**13**	**5**	**97.3**	**.0065**	**80**
Kenosha	**133**	**All mfg.**	**47**	**16**	**2,347.8**	**.1569**	**97**
3423		Hand & edge tools n.e.c.	1	1	48.4	1.9245	100
3711		Motor vehicles & passenger-car bodies	2	1	1,860.8	2.3483	100
Kewaunee		**All mfg.**	**16**	**4**	**117.3**	**.0078**	**66**
La Crosse	**137**	**All mfg.**	**56**	**14**	**558.7**	**.0373**	**80**
3585		Refrigeration & heating equipment	1	1	222.1	1.5779	100
Lafayette		**All mfg.**	**4**	**2**	**53.8**	**.0036**	**68**
Langlade		**All mfg.**	**17**	**5**	**93.6**	**.0063**	**67**
Lincoln		**All mfg.**	**26**	**10**	**304.6**	**.0204**	**86**
Manitowoc	**165**	**All mfg.**	**78**	**24**	**864.4**	**.0578**	**83**
3361		Aluminum foundries	4	4	205.4	6.3884	100
3585		Refrigeration & heating equipment	2	2	138.9	.9868	100
3842		Surgical appliances & supplies	1	1	94.8	2.9326	100
Marathon	**289**	**All mfg.**	**71**	**31**	**1,203.3**	**.0804**	**87**
2022		Natural & processed cheese	5	2	294.0	4.0341	82
2621		Paper mills, except building paper	3	3	241.7	1.5963	100
3531		Construction machinery	3	3	220.1	1.4811	100
3621		Motors & generators	1	1	39.9	.8534	100
Marinette		**All mfg.**	**32**	**14**	**550.5**	**.0368**	**92**
2621		Paper mills, except building paper	2	2	114.6	.7569	100
Marquette		**All mfg.**	**5**	**1**	**23.6**	**.0016**	**36**
Menominee		**All mfg.**	**1**	**1**	**22.6**	**.0015**	**100**
Milwaukee	**174**	**All mfg.**	**895**	**272**	**10,724.8**	**.7167**	**85**
2011		Meat-packing plants	6	3	339.1	.8751	90
2051		Bread, cake, & related products	8	6	83.9	.8569	95
2082		Malt beverages	3	3	1,070.4	14.7862	100
2531		Public-building & related furniture	8	4	49.3	5.2214	89
2641		Paper coating & glazing	3	1	94.2	2.4375	89
2653		Corrugated & solid fiber boxes	11	6	80.2	1.1694	81
2711		Newspapers	4	2	47.9	.3685	93
2751		Letterpress commercial printing	15	2	30.1	.6256	61
2752		Lithographic commercial printing	18	6	109.3	1.3679	72
2851		Paints & allied products	9	3	156.6	2.0429	87
3079		Miscellaneous plastics products	28	8	168.7	.7956	69
3111		Leather tanning & finishing	16	8	169.9	8.6657	84
3317		Steel pipe & tubes	1	1	65.0	1.8288	100
3321		Gray-iron foundries	12	7	120.9	1.5085	91
3325		Steel foundries n.e.c.	11	9	121.3	4.8307	96
3411		Metal cans	5	5	334.2	4.1579	100
3429		Hardware n.e.c.	3	1	91.1	1.5475	92
3443		Fabricated plate work (boiler shops)	14	7	192.9	2.3142	92
3444		Sheet-metal work	12	2	55.8	1.0333	62
3448		Prefabricated metal buildings	2	2	47.8	3.8100	100
3462		Iron & steel forgings	5	3	262.3	9.5119	99
3469		Metal stampings n.e.c.	16	4	60.1	1.1467	59
3519		Internal-combustion engines n.e.c.	5	4	858.3	9.7986	99
3531		Construction machinery	16	9	514.2	3.4601	92

1979 (S&MM Est.)

County SIC	Metro Area	Industry	Number Of Plants Total Plants	 Large Plants	Total Shipments ($Mil.)	% Of U.S. Shipments	% In Large Plants
WISCONSIN (Milwaukee, cont.)							
3532		Mining machinery	3	2	124.9	5.1237	97
3533		Oil-field machinery	2	1	204.6	4.4773	99
3536		Hoists, industrial cranes, & monorails	10	4	114.3	11.5466	90
3541		Metal-cutting machine tools	11	2	45.4	2.5125	79
3544		Special dies, tools, jigs, & fixtures	24	3	32.0	1.1572	44
3566		Speed changers, drives, & gears	3	3	107.1	11.7254	100
3569		General industrial machinery n.e.c.	11	3	34.0	1.7519	69
3599		Machinery, except electrical, n.e.c.	37	6	157.2	1.5310	55
3613		Switchgear & switchboard apparatus	9	3	63.1	1.4521	83
3621		Motors & generators	8	3	65.8	1.4074	87
3622		Industrial controls	12	8	380.3	12.5565	98
3662		Radio & TV communication equipment	5	1	86.0	.4407	81
3679		Electronic components n.e.c.	7	2	19.9	.4349	84
3693		X-ray apparatus & tubes	2	2	383.3	19.3831	100
3711		Motor vehicles & passenger-car bodies	2	1	272.4	.3438	93
3713		Truck & bus bodies	3	1	76.4	2.2092	97
3714		Motor-vehicle parts & accessories	5	2	260.8	.8388	96
3751		Motorcycles, bicycles, & parts	2	2	159.5	13.8828	100
3822		Environmental controls	5	3	59.6	3.6373	96
3993		Signs & advertising displays	13	4	41.8	2.0197	58
Monroe		**All mfg.**	**12**	**4**	**65.5**	**.0044**	**62**
Oconto		**All mfg.**	**27**	**7**	**192.4**	**.0129**	**73**
Oneida		**All mfg.**	**9**	**4**	**132.9**	**.0089**	**88**
Outagamie	**16**	**All mfg.**	**86**	**34**	**1,450.5**	**.0969**	**90**
2259		Knitting mills n.e.c.	1	1	27.5	28.6458	100
2621		Paper mills, except building paper	5	5	500.6	3.3063	100
2641		Paper coating & glazing	1	1	143.1	3.7028	100
3623		Electric welding apparatus	1	1	83.9	5.7375	100
Ozaukee	**174**	**All mfg.**	**84**	**29**	**585.1**	**.0391**	**75**
3519		Internal-combustion engines n.e.c.	2	2	119.4	1.3631	100
3524		Lawn & garden equipment	2	2	68.1	4.3523	100
3621		Motors & generators	3	3	63.7	1.3625	100
Pepin		**All mfg.**	**4**	**1**	**20.9**	**.0014**	**29**
Pierce		**All mfg.**	**9**	**4**	**67.1**	**.0045**	**63**
Polk		**All mfg.**	**19**	**6**	**103.6**	**.0069**	**51**
Portage		**All mfg.**	**26**	**9**	**216.2**	**.0144**	**78**
Price		**All mfg.**	**11**	**6**	**107.6**	**.0072**	**88**
Racine	**224**	**All mfg.**	**164**	**56**	**1,426.7**	**.0953**	**83**
2731		Book publishing	1	1	99.8	2.0409	100
2842		Polishes & sanitation goods	1	1	166.5	4.6602	100
3325		Steel foundries n.e.c.	2	2	50.0	1.9912	100
3523		Farm machinery & equipment	5	3	151.1	1.4732	96
3561		Pumps & pumping equipment	4	2	50.5	1.8957	96
3568		Power-transmission equipment n.e.c.	1	1	34.4	2.9965	100
3621		Motors & generators	9	5	58.5	1.2513	91
3714		Motor-vehicle parts & accessories	2	2	82.8	.2663	100
Richland		**All mfg.**	**15**	**3**	**64.5**	**.0043**	**54**
Rock	**124**	**All mfg.**	**73**	**27**	**1,513.6**	**.1012**	**91**
3143		Men's nonathletic footwear	1	1	41.3	1.8206	100
3519		Internal-combustion engines n.e.c.	1	1	188.2	2.1485	100
3554		Paper-industries machinery	2	1	148.7	11.3114	99
3711		Motor vehicles & passenger-car bodies	1	1	532.3	.6718	100
3714		Motor-vehicle parts & accessories	1	1	93.4	.3004	100
3951		Pens & mechanical pencils	1	1	81.1	10.2412	100
Rusk		**All mfg.**	**12**	**3**	**59.2**	**.0040**	**62**
St. Croix	**175**	**All mfg.**	**23**	**5**	**138.5**	**.0093**	**68**
Sauk		**All mfg.**	**29**	**10**	**318.1**	**.0213**	**80**
3482		Small-arms ammunition	1	1	50.8	10.5132	100
Sawyer		**All mfg.**	**6**		**22.0**	**.0015**	**0**
Shawano		**All mfg.**	**17**	**4**	**77.7**	**.0052**	**46**
Sheboygan	**256**	**All mfg.**	**112**	**38**	**1,198.9**	**.0801**	**82**
2022		Natural & processed cheese	4	3	334.2	4.5857	98
3431		Metal sanitary ware	1	1	100.7	19.6910	100
3519		Internal-combustion engines n.e.c.	1	1	115.0	1.3129	100
Taylor		**All mfg.**	**12**	**8**	**115.8**	**.0077**	**93**
Trempealeau		**All mfg.**	**15**	**3**	**126.9**	**.0085**	**84**
Vernon		**All mfg.**	**7**		**17.6**	**.0012**	**0**
Vilas		**All mfg.**	**6**	**1**	**16.9**	**.0011**	**45**
Walworth		**All mfg.**	**71**	**20**	**468.1**	**.0313**	**74**
Washburn		**All mfg.**	**5**		**16.5**	**.0011**	**0**
Washington	**174**	**All mfg.**	**65**	**19**	**673.1**	**.0450**	**81**
3519		Internal-combustion engines n.e.c.	1	1	110.7	1.2638	100
3523		Farm machinery & equipment	5	2	92.4	.9009	94
3634		Electric housewares & fans	2	2	145.3	5.4725	100
Waukesha	**174**	**All mfg.**	**310**	**67**	**1,710.3**	**.1143**	**68**
2752		Lithographic commercial printing	9	3	81.4	1.0187	78
3519		Internal-combustion engines n.e.c.	2	1	190.3	2.1725	99
3551		Food-products machinery	7	3	94.1	3.2915	92
3612		Transformers	2	2	58.1	2.1917	100
Waupaca		**All mfg.**	**43**	**14**	**602.5**	**.0403**	**79**
2013		Sausages & other prepared meats	1	1	120.7	1.4283	100
Waushara		**All mfg.**	**7**	**1**	**21.5**	**.0014**	**33**
Winnebago	**16**	**All mfg.**	**126**	**42**	**1,410.9**	**.0943**	**84**
2431		Millwork	6	3	53.2	1.2796	91
2621		Paper mills, except building paper	9	7	433.5	2.8631	97
2732		Book printing	1	1	44.0	3.1998	100
3321		Gray-iron foundries	2	2	104.8	1.3076	100
3713		Truck & bus bodies	2	2	53.3	1.5412	100
3714		Motor-vehicle parts & accessories	2	1	77.6	.2496	97
Wood		**All mfg.**	**48**	**20**	**848.9**	**.0567**	**84**
2621		Paper mills, except building paper	3	3	368.2	2.4318	100
State Total		**All mfg.**	**3,528**	**1,084**	**39,903.2**	**[illegible].6667**	**83**
WYOMING							
Albany		**All mfg.**	**10**	**1**	**31.5**	**.0021**	**36**
Big Horn		**All mfg.**	**5**	**1**	**31.4**	**.0021**	**31**
Campbell		**All mfg.**	**2**		**7.9**	**.0005**	**0**
Carbon		**All mfg.**	**4**	**1**	**193.5**	**.0129**	**95**
Converse		**All mfg.**	**2**		**8.1**	**.0005**	**0**
Crook		**All mfg.**	**2**		**3.2**	**.0002**	**0**
Fremont		**All mfg.**	**12**	**2**	**68.2**	**.0046**	**33**
Goshen		**All mfg.**	**2**	**1**	**28.0**	**.0019**	**93**
Hot Springs		**All mfg.**	**1**		**2.9**	**.0002**	**0**
Johnson		**All mfg.**	**2**		**6.0**	**.0004**	**0**
Laramie	**55**	**All mfg.**	**26**	**6**	**320.3**	**.0214**	**82**
Lincoln		**All mfg.**	**6**	**1**	**57.0**	**.0038**	**44**
Natrona		**All mfg.**	**32**	**7**	**952.5**	**.0637**	**68**
Niobrara		**All mfg.**	**1**		**2.0**	**.0001**	**0**
Park		**All mfg.**	**7**	**1**	**153.2**	**.0102**	**82**
Platte		**All mfg.**	**1**		**3.5**	**.0002**	**0**
Sheridan		**All mfg.**	**8**	**1**	**52.0**	**.0035**	**28**
Sweetwater		**All mfg.**	**6**	**3**	**100.4**	**.0067**	**94**
Teton		**All mfg.**	**6**		**9.6**	**.0006**	**0**
Uinta		**All mfg.**	**5**		**11.9**	**.0008**	**0**
Washakiu		**All mfg.**	**7**	**1**	**52.7**	**.0035**	**49**
Weston		**All mfg.**	**3**		**61.1**	**.0041**	**0**
State Total		**All mfg.**	**150**	**26**	**2,156.9**	**.1441**	**67**
NATIONAL TOTAL		**ALL MFG.**	**140,236**	**43,835**	**1,496,354.5**	**100.0000**	**82**

DEFINITIONS—**SIC Industry:** Classification by plant's primary product. **N.e.c.:** Not elsewhere classified. **Metro Area Code:** Metro market that county belongs to; see list, page 35. **Total Plants:** 20+ employees. **Large Plants:** 100+ employees. **All mfg.:** Totals for all plants with 20+ employees in the county. **Shipments:** Dollar value of all goods produced. **% Of U.S.:** Boldface refers to county's share of total U.S. shipments; lightface to the SIC industry in the county and its share of the industry's total shipments. **% In Large Plants:** Share of shipments (rounded) from plants with 100+ employees; if the share is 99.5% or more, it shows as 100%.

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

Cover 1, p. 3, 16, 55-57.